

4th July, 2016

Mike Weeks

Client Manager

Strategic Planning with SAP BPC




1. About itelligence
2. it.finance what's in the box
3. it.strategic planning
4. Implementation & Support
5. Q & A



itelligence UK | The Key Facts


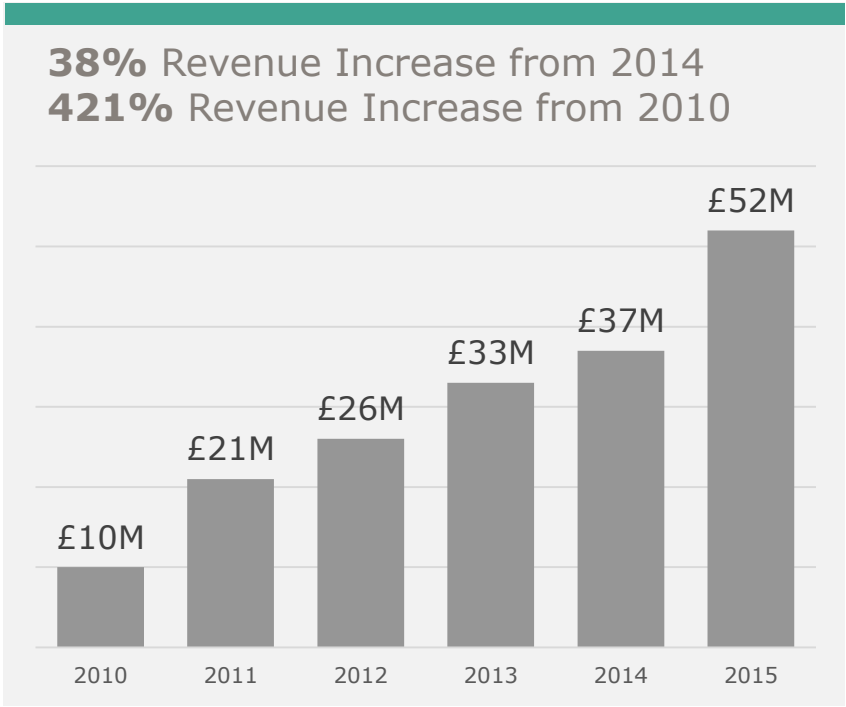
History

Chelford
Contemporary
Blueprint
ITPerforms




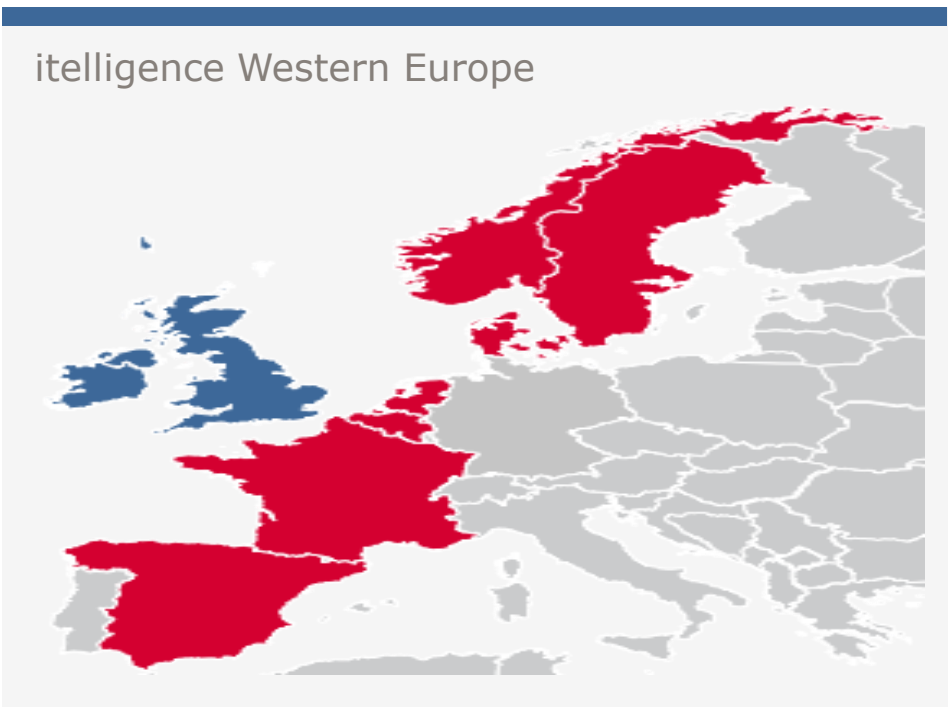
Employees

250+

Revenue

£52M
(2015)


Locations

London
Birmingham
Glasgow




Customers

500+




Focus Topics

 <p>Digital Transformation S/4 HANA, Hybris</p> <p>Managed Services Support, Hosting</p>	<p>Cloud Solutions C4C, ByD, SSF, C4A</p> <p>Analytics & EPM Bobj, BW, BPC</p>
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itelligence Worldwide in Numbers

Founded

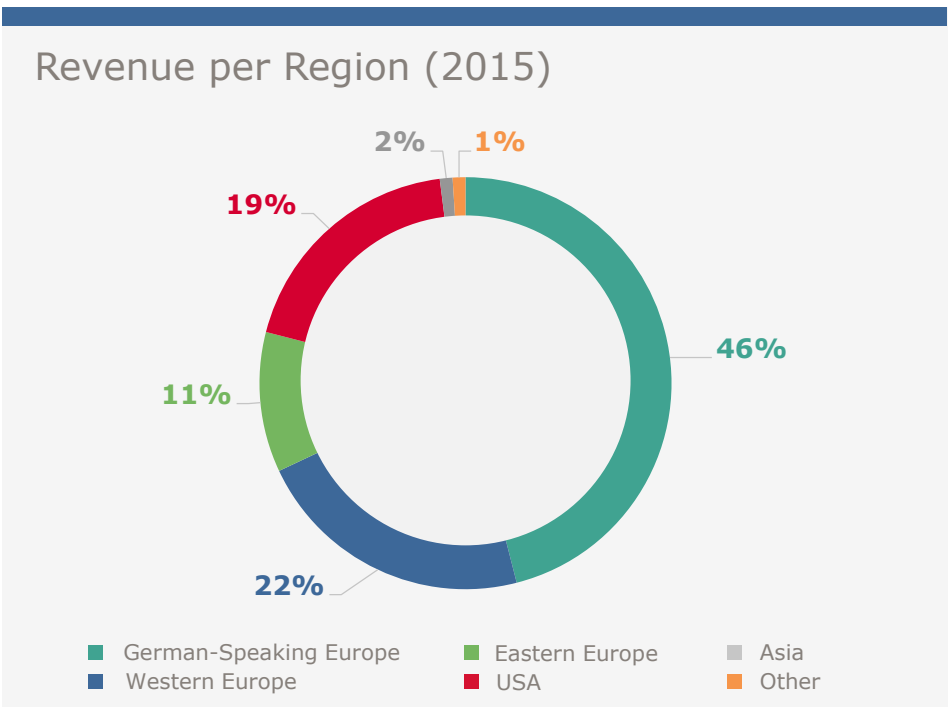
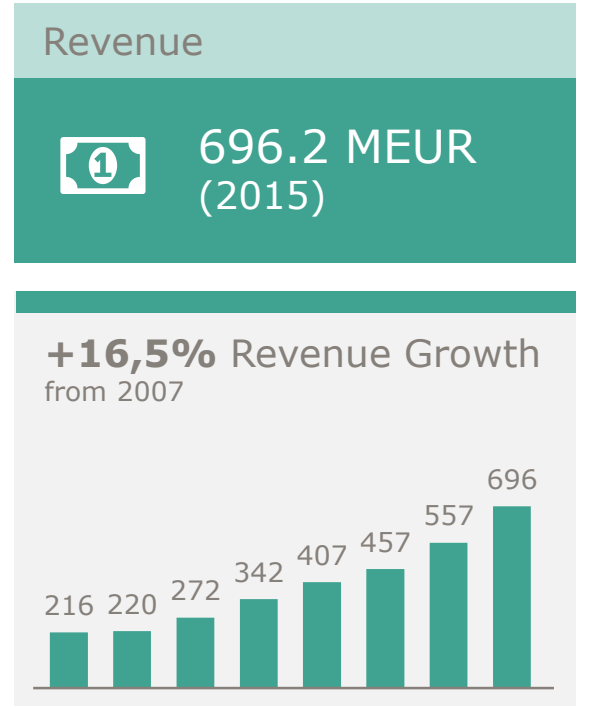
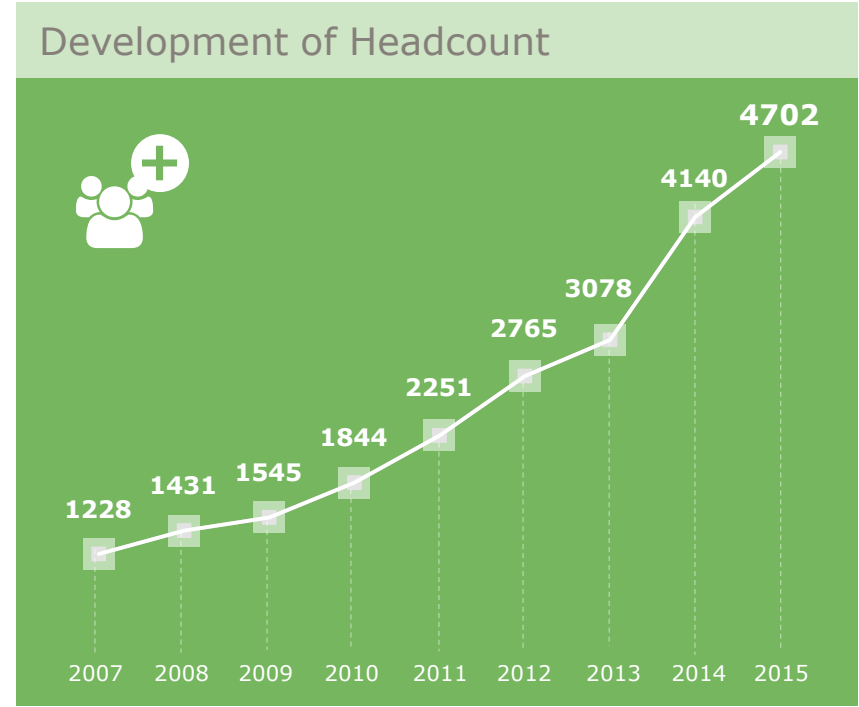


1989


Employees



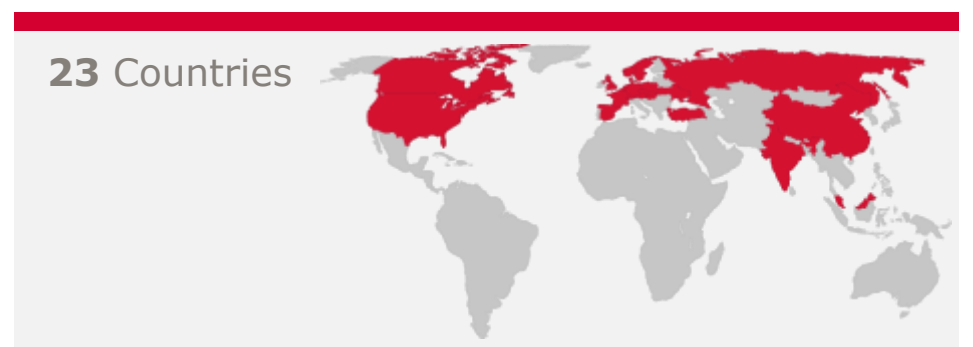
4,700+



Customers



5,500+



A Member of an Extensive International Network



As part of the NTT DATA Network we provide consistent global delivery, but are flexible enough to meet the needs of large and small enterprises alike.



Over **9,000+**
SAP experts
worldwide



Presence in
40+ countries
spanning
all continents

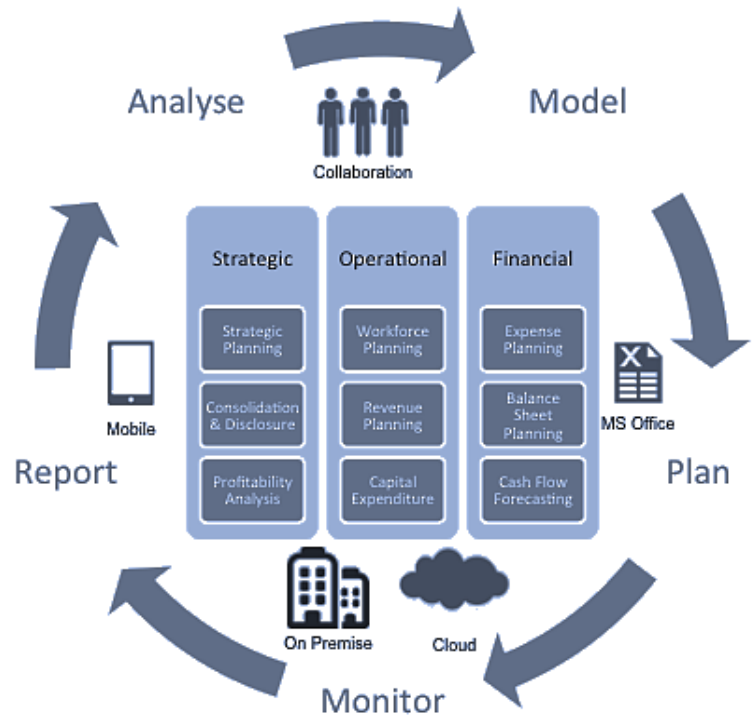


\$1.5 billion
global SAP revenue



Ranked
#32
in Fortune Global 500

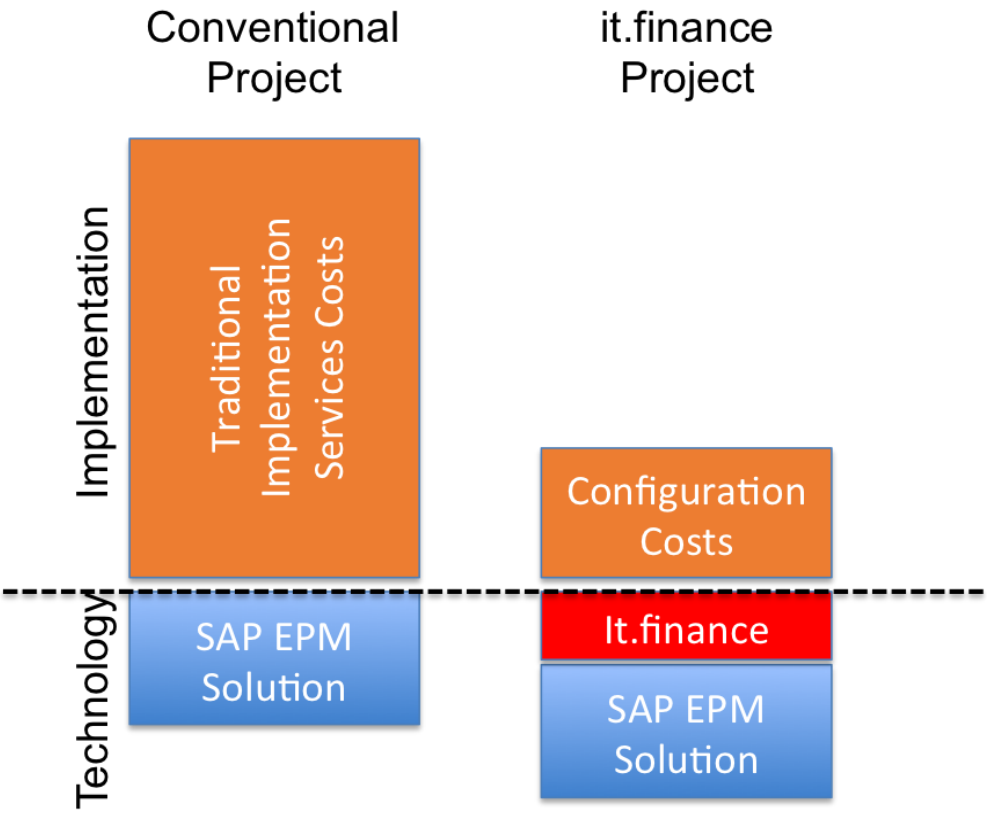
it.Finance – What is it?



Modular approach or a single **integrated solution** for **financial processes**

With these solutions, your organisation becomes more agile, gaining organisational alignment, visibility, and confidence to optimise control and competitive advantage. As a result, you can maximise profitability, manage risk and compliance, and optimise corporate systems, people, and processes.

Time to Implement



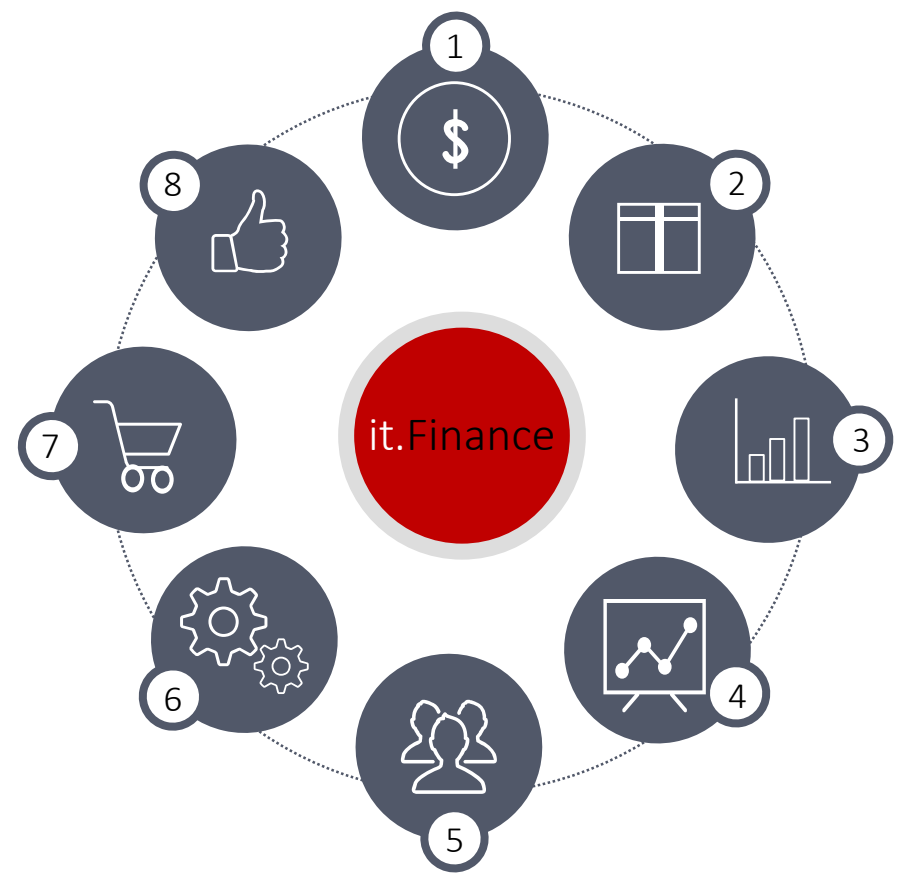
Save Time, Save Money

Through the use of pre-packaged content and delivery methodologies, itelligence are able to deliver fixed scope with a fixed price, significantly lower than a comparable project and with reduced risk.

it.Finance – What is it?

Modular approach to an integrated solution for Financial Processes

- ① **FINANCE PLANNING**
P&L, Balance Sheet and Cash Flow Forecasting including Reporting & GL integration
- ② **CONSOLIDATION & DISCLOSURE**
IFRS compliant Financial Consolidation & integrated Regulatory Reporting solution
- ③ **PROFITABILITY ANALYSIS**
Gain insight into ratios across products, services, channels, customers and regions
- ④ **PROJECTS**
Integrated planning to analyse project revenues and costs, as well as managing project resources

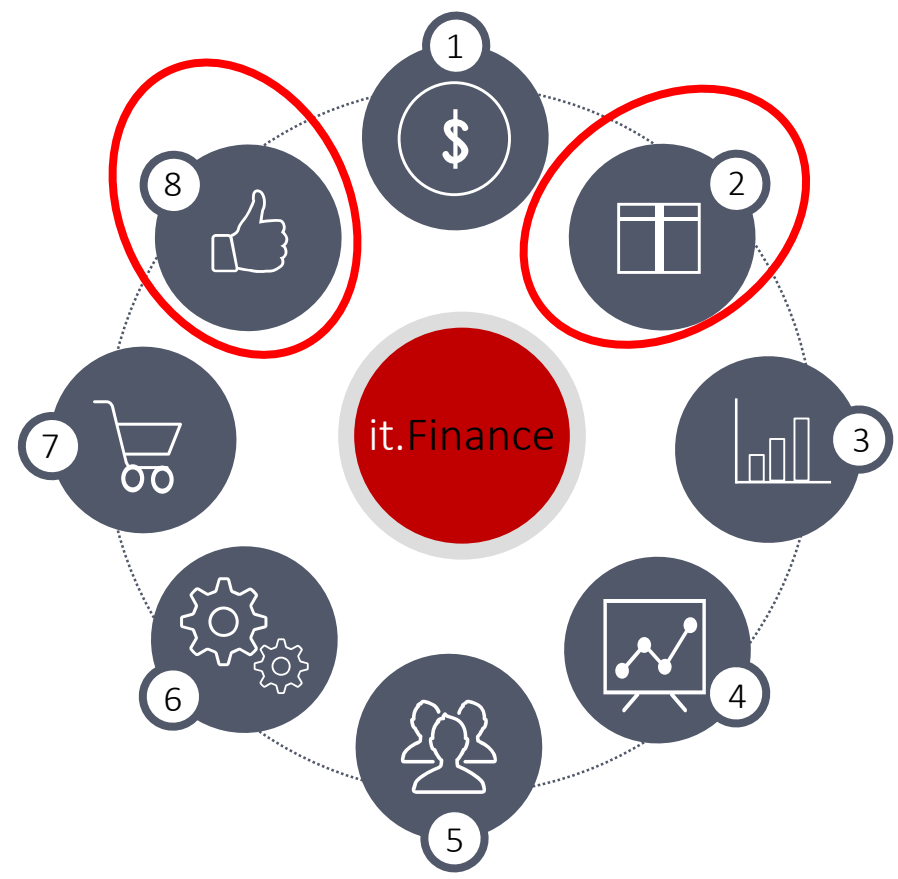


- ⑤ **WORKFORCE PLANNING**
Driver based headcount and salary planning with automatic oncost calculations.
- ⑥ **CAPITAL EXPENDITURE**
Capital planning to facilitate reporting of commitments against capital budgets.
- ⑦ **SALES & REVENUE**
Driver based forecasting of volumes, revenues and costs, based on daily activity trends .
- ⑧ **STRATEGIC PLANNING**
Long range planning, What If analysis of mergers, acquisitions and restructuring

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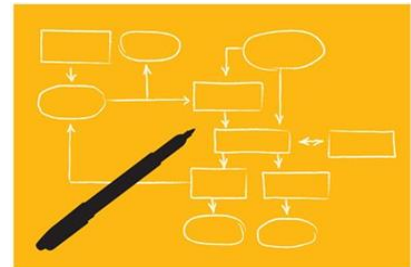
it.strategic planning – what’s it all about?

Long-range planning



1. Simple, summary-level chart of accounts
2. Interrelated profit and loss, balance sheet, and cash flow statements
3. Configurable driver-based planning and calculations
4. Capital and liquidity planning, financing options

Ad-hoc strategic planning



1. Deal analysis
 - a) Mergers, acquisitions, and divestitures
 - b) New products and new projects
2. Corporate restructuring
 - a) Leveraging equity and debt funding options
 - b) Change in ownership structures

Scenario Analysis / Planning



1. Company analysis
 - a) What-if analysis
 - b) Competitor analysis
2. Trend analysis
 - a) Key performance indicators
 - b) Financial ratios
 - c) Workforce needs

it.Strategic Planning

Optimize and monitor your company's long-term financial health

Business challenges

- Do you struggle with planning out the long-term financial health of your company?
- Do you need a model to plan out potential new products, projects, acquisitions, and divestitures?
- Do you need a modeling engine to plan out your long-term capital spending, liquidity and cash flow?

There is a solution

- Model and measure the long-term financial health of your company
- Keep track of an on-going financial model to track profit and loss, balance sheet, and cash flow for your company
- Perform ad-hoc modeling and measure the financial impact of one-time events or proposals.
- Generate battleground KPIs and Financial Ratios on the fly

Benefits for you

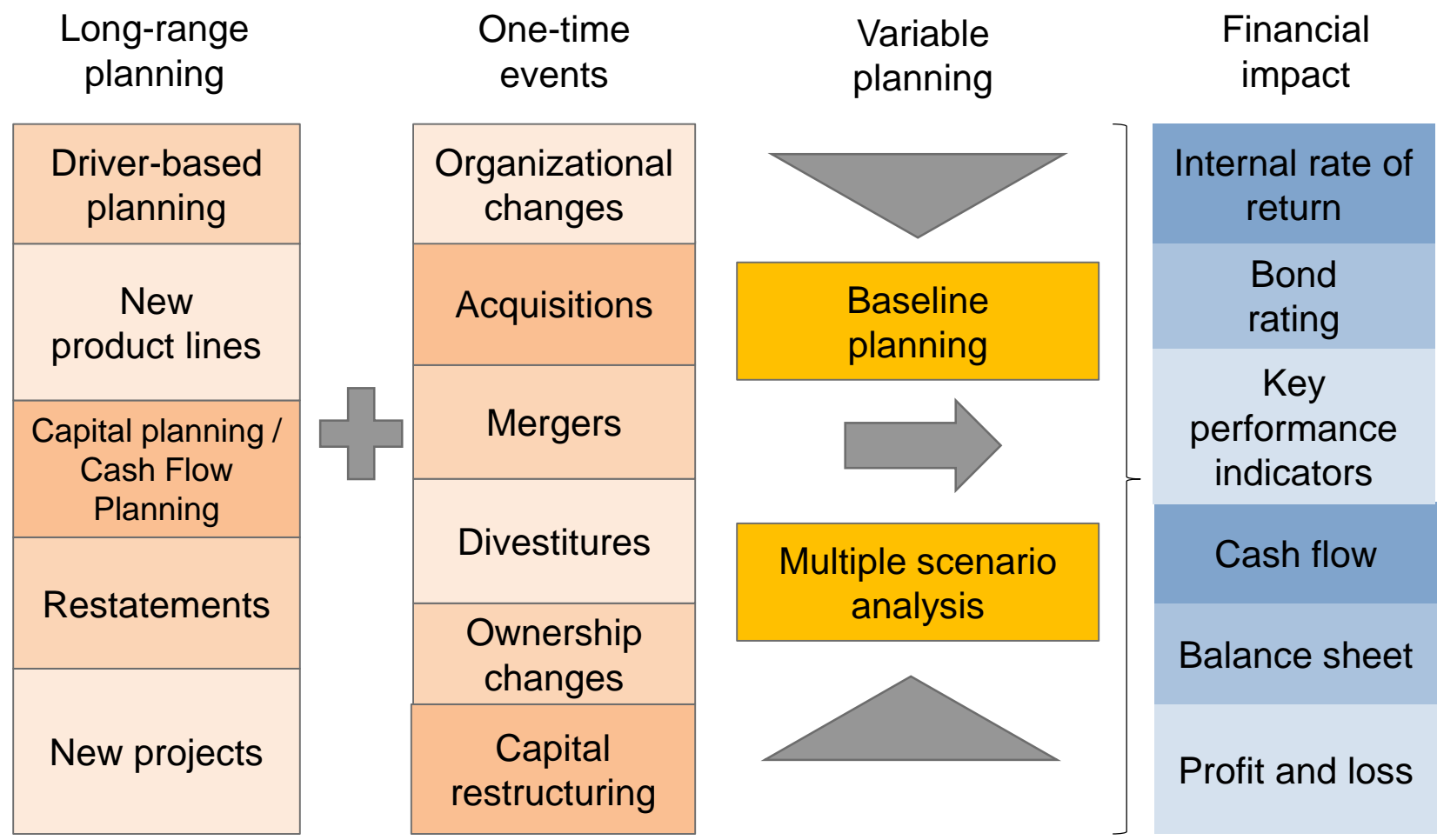
Business benefits

- Confidence in knowing the long-term financial health of your business
- Flexibility to incorporate unique financial events into the long-term financial plan including:
 - Debt/Equity Offering
 - Mergers and Acquisitions
 - Divestitures
 - New initiatives (an example is: product launch)
- A control mechanism for long-term capital spending and staffing plans, including profit and loss, balance sheet, and cash flow + measure the financial impacts
- Synchronization between the long-term strategic financial plan with annual budgets

Measurable success

- Increase in the return on investment (ROI) for a company's planning platform
- Decrease in the time and effort to assemble long-term strategic financial plans
- Decrease in the time and effort to implement a strategic financial planning solution
- Works hand-in-hand with other SAP solution:
 - SAP Financial Close and Disclosure Management

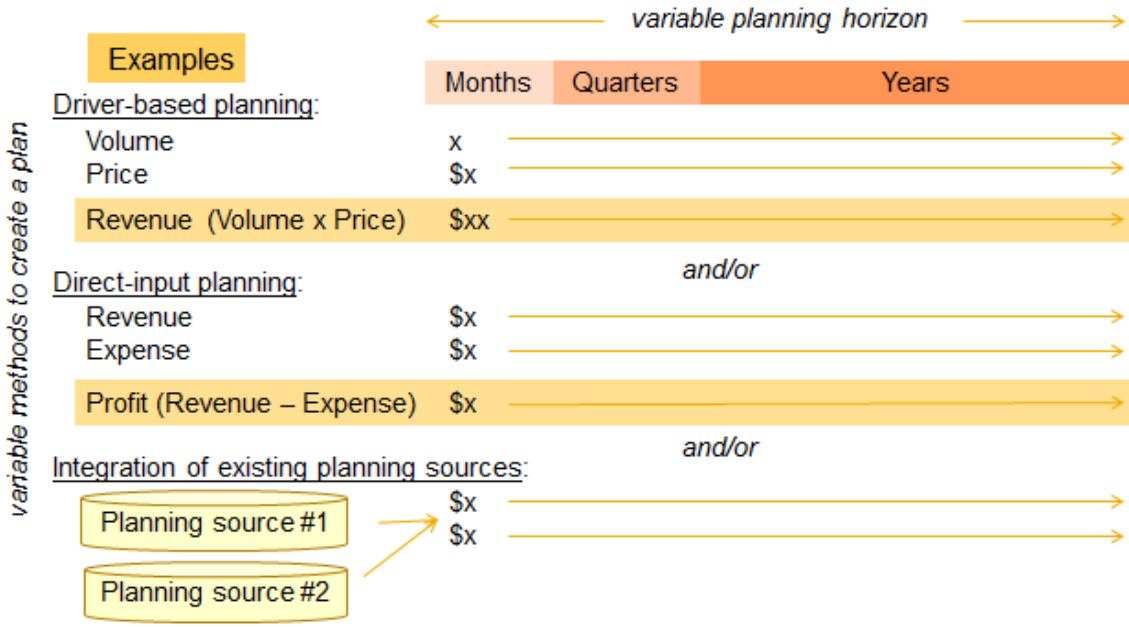
Business process scope covered



The Strategic Financial Planning Process

Key process steps covered

- Enable profit and loss, balance sheet, and cash flow planning
- Enable capital expense planning
- Enable new product, project, and business-unit planning
- Enable driver-based planning
- Analyze key performance indicators for both actual and plan
- Model mergers, acquisitions, and divestitures
- Measure impact of a change in ownership structures
- Compare financial standing to key competitors



Strategic Planning

A Pre-configured SAP Business Planning and Consolidation (BPC) solution delivers a robust and secure strategic planning model reducing the risk of spreadsheet errors and improving security with complete data and user audit trails. Through the use of model linking functionality the strategic plan can be used to cascade targets for bottom up planning subsequently integrating and streamlining the entire planning process



▪ Solution Highlights

- A model to track the long-term financial health of your organization
- A standardized strategic financial planning process, which consists of driver-based planning inputs that lead to the creation of an integrated set of key financial statements
- A setup for one-time financial scenarios, including mergers, acquisitions, divestitures, and corporate restructuring.
- A core financial planning modeling engine, where planners see the impact from key inputs on profit and loss, the balance sheet, and cash flow statements
- A capability to track key performance indicators (KPIs), bond rating, and competitor results in the same solution



▪ Key Benefits

- Confidence in knowing the long-term financial health of your business
- Flexibility to incorporate unique financial events into the long-term financial plan including:
 - Debt/Equity Offering
 - Mergers and Acquisitions
 - Divestitures
- New initiatives (an example is: product launch)
- A control mechanism for long-term capital spending and staffing plans, including profit and loss, balance sheet, and cash flow + measure the financial impacts

Consolidation and Disclosure Solution

Pre-configured SAP Business Planning and Consolidation (BPC) and SAP Disclosure management solution delivering an integrated end-to-end EPM Financial Close process in compliance with IFRS and local GAAP standards. Leverages SAP's Enterprise Performance Management platform to automate and improve the financial close process with greater accuracy, control and transparency of the close cycle from data collection and processing through to reporting and disclosure.



▪ Solution Highlights

- Pre-built and integrated Financial Consolidation & regulatory reporting models to aid compliance
- Full support for GAAP to IFRS transition and pre-configured consolidation rules and eliminations, calculations & workflow
- Standard reporting pack including automated cash flow statement and consolidated Balance Sheet and I/S
- Provides audit trail, controls and validations in a secure, auditable environment
- Increase finance user adoption with a solution that uses native Microsoft Office and Web browsers for all solutions
- Flexible and extensible framework for extending the solutions useful life with additional planning and reporting modules available for integration



▪ Key Benefits

- Provides an auditable, compliant workflow reducing the time, risk and cost associated with financial consolidation and the production and approval of regulatory statements & disclosures
- Proven design incorporating best practice in financial consolidations and internal controls with single source of the truth
- Visual, intuitive and auditable way to manage financial and non-financial statement production
- Pre-packaged, configurable content reduces implementation time and cost & improves performance
- Tight integration between multiple transactional and source systems, SAP EPM and Microsoft Office

Itelligence Services Scope - Key deliverables

What does **itelligence** deliver?

- Installation check
- Initial scoping workshop to confirm your requirements
- Project documents: Work Breakdown Structure including a project schedule, test scripts, and scoping questionnaire
- Knowledge transfer to key users on configured SAP Planning and Consolidation solution
- Support for going live

What do you have to do?

- Provide the IT infrastructure (server)
- Install the required software versions on the development, quality assurance, and production environments
- Provide fixed contact people in the business and IT departments
- Conduct end-user training and change management
- Perform performance and integration testing
- Conduct data migration and cleansing
- Transport to production

Itelligence EPM Services

A mixed team of qualified accountants and technologists with decades of project experience between them allowing them to blend to each customers preferred approach and reduce the risk of project failure and lack of user adoption



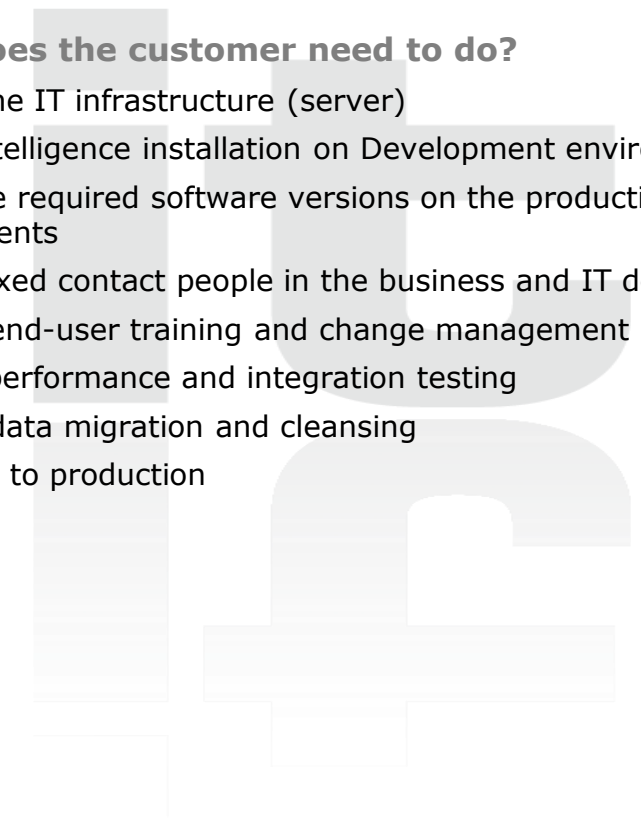
▪ What does itelligence do?

- Install Software Development Environment
- Shadow installation on Production Environment
- Initial scoping workshop to confirm your requirements
- Project documents: Work Breakdown Structure including a project schedule, test scripts, and scoping questionnaire
- Knowledge transfer to key users on configured SAP Planning and Consolidation solution
- Support for going live



▪ What does the customer need to do?

- Provide the IT infrastructure (server)
- Shadow itelligence installation on Development environment
- Install the required software versions on the production environments
- Provide fixed contact people in the business and IT departments
- Conduct end-user training and change management
- Perform performance and integration testing
- Conduct data migration and cleansing
- Transport to production



Implementation Approach

Configuration rather than traditional Prep > Blueprint > Build > Test > Train > Go Live

DISCOVER

- Project Preparation
- Kick-Off meeting
- GAP Analysis workshop
- Solution Definition
- Work Plan

1

DEPLOY

- Install and configure it.Finance modules
- Training of key users
- Data & Master Data Mapping and loads
- Testing support
- QA to Production

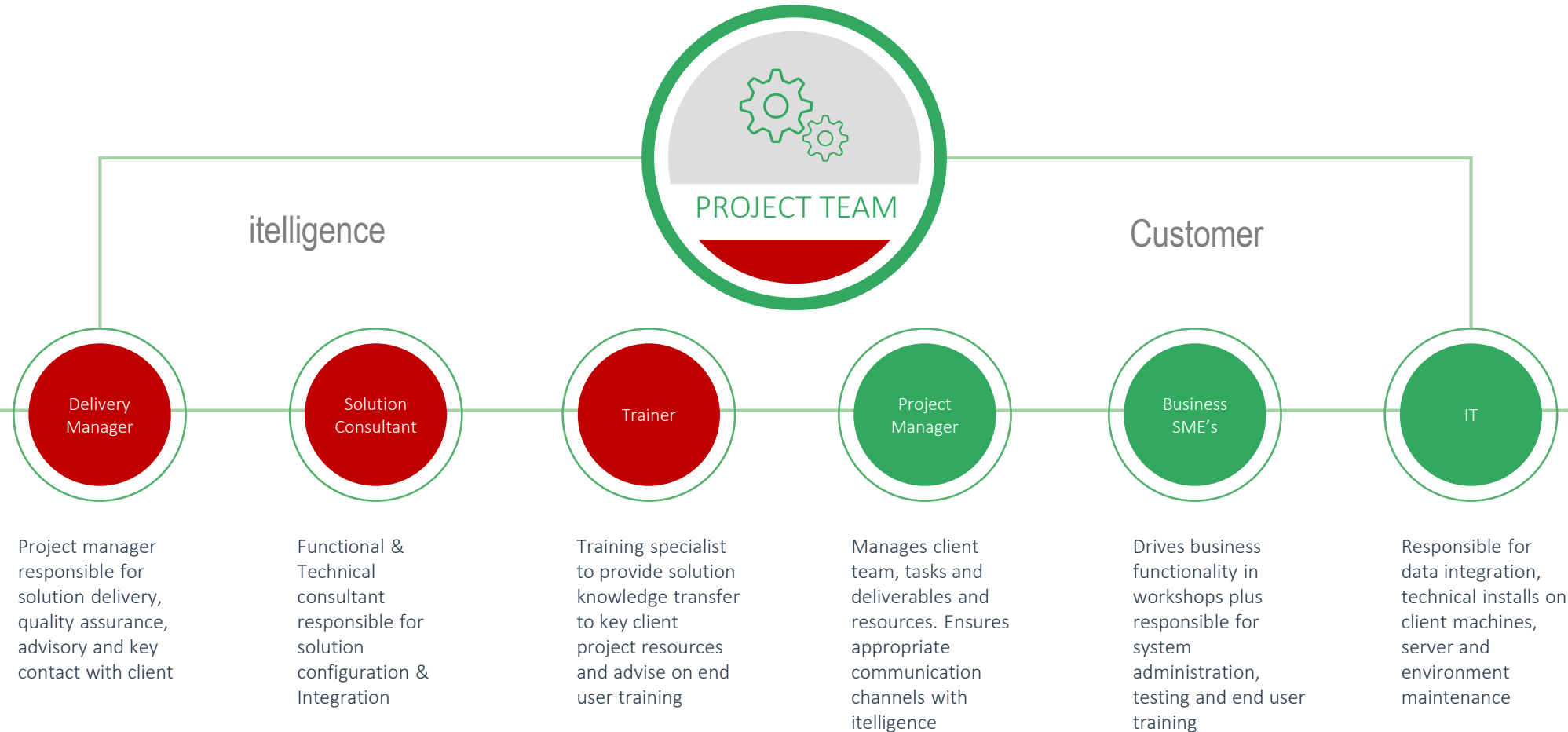
2

RUN

- Performance Testing
- Solution handover
- Solution Documentation and configuration guide
- End User training support
- Go-Live support

3

Project Team



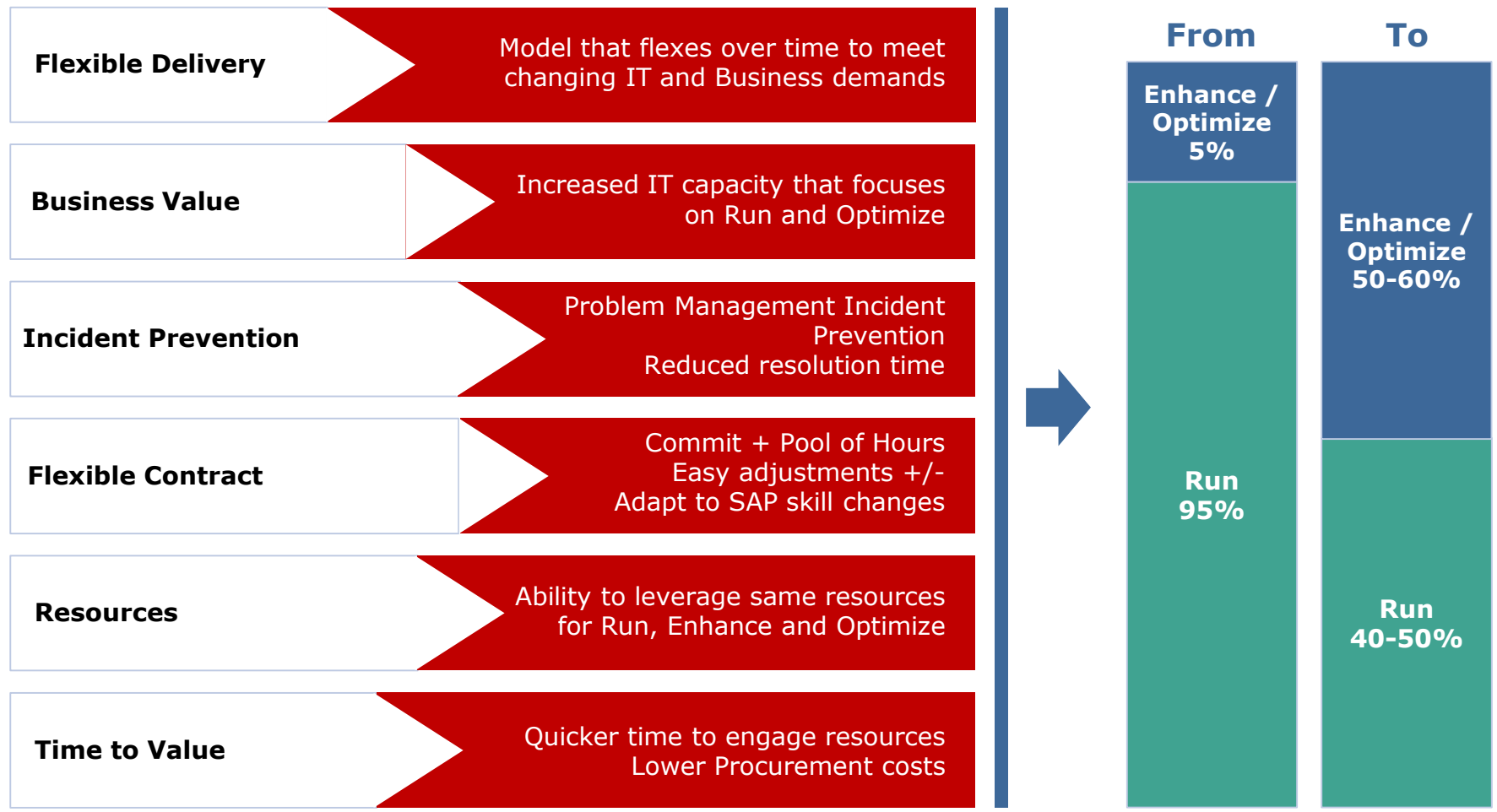
Transition to Application Managed Support

What is the Business Issue AMS Addresses

- Key Resource Dependency
 - How to manage cover:
 - Holiday
 - Sickness
- And hopefully never needing to manage this:



Value of Enhance & Optimization Efforts





Questions...

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