

# SAP BusinessObjects Planning and Consolidation (BPC)

Streamline planning, budgeting, forecasting and ensure a fast, accurate close



April 2011

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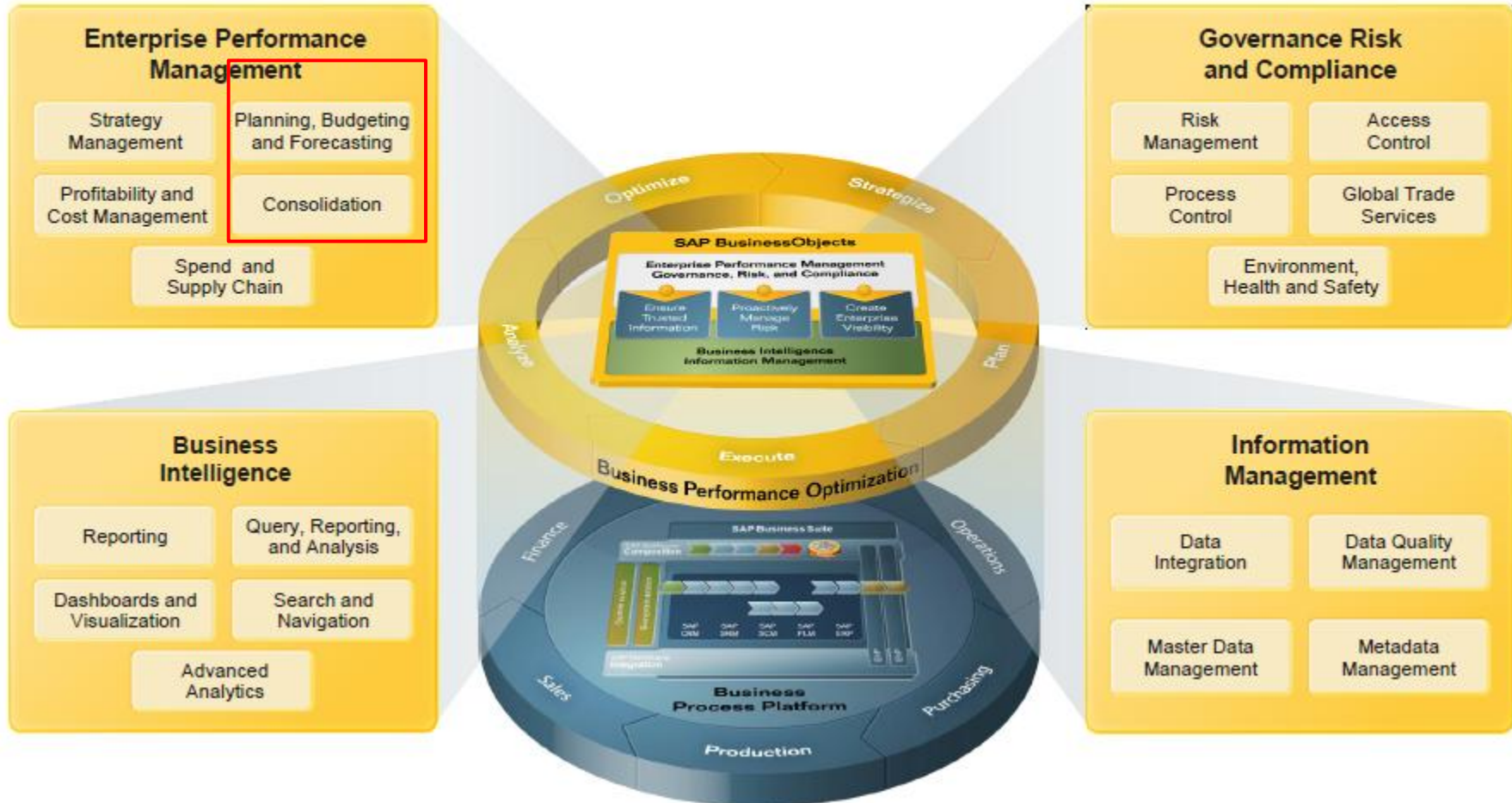


- Introduction / agenda
- General overview of SAP BPC
- Why consider SAP BPC?
- Customer cases from Denmark
- Demonstration of SAP BPC (Focus on Planning & Consolidation part)
- **Coffee-break**
- SAP Product Strategy (On-premise, On-demand, On-Device)
- iPad demonstration (On-Device)

# SAP BusinessObjects Product portfolio



## SAP® BusinessObjects™ Portfolio with SAP Applications



## SAP BusinessObjects Planning and Consolidation

### Business planning

- Budgeting
- Sales/revenue planning
- Capital expenditure planning
- Headcount/staffing
- Expense planning

### Forecasting and modeling

- Demand forecasts
- Capacity/constraint models
- Cash flow models
- Rolling forecasts
- Profitability models

### Consolidation

- Inter-company matching/reconciliation
- Inter-company eliminations
- Currency conversion
- Management roll-ups
- Legal consolidation

### Financial reporting and analysis

- Ad hoc query and reporting
- Automated variance analysis
- Driver analysis (industry, growth, capacity, etc.)

# Why SAP BPC is needed in all companies?



## Common Challenges

- Long, complex 'time to close' process
- Obsolete, incorrect, or missing data
- Inefficient processes and workflow
- Ensuring regulatory compliance
- "Spread-sheet jungle"

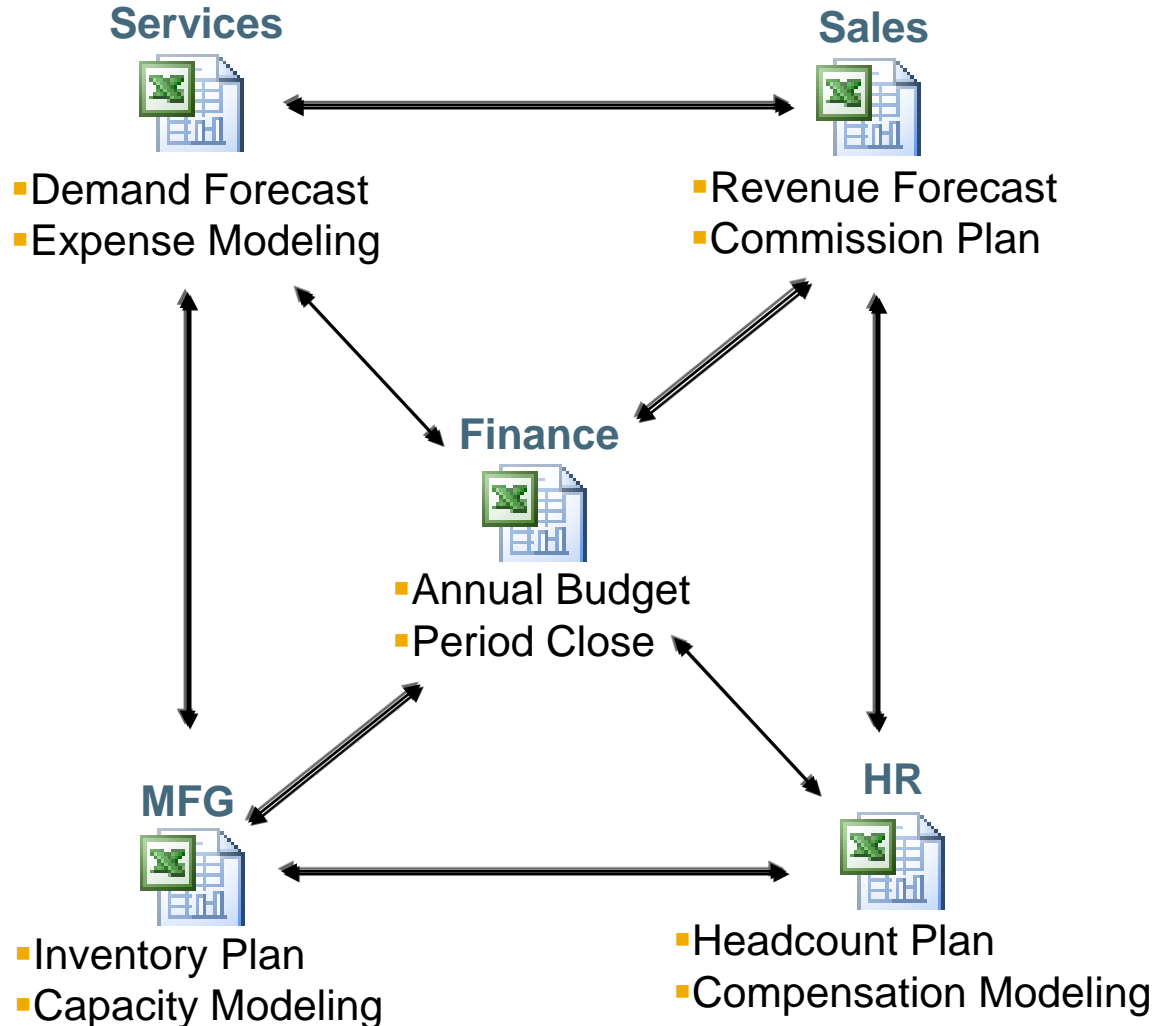
## Business Impact



Companies typically only realize about 60% of their strategy's potential value because of defects and breakdowns in planning and execution."

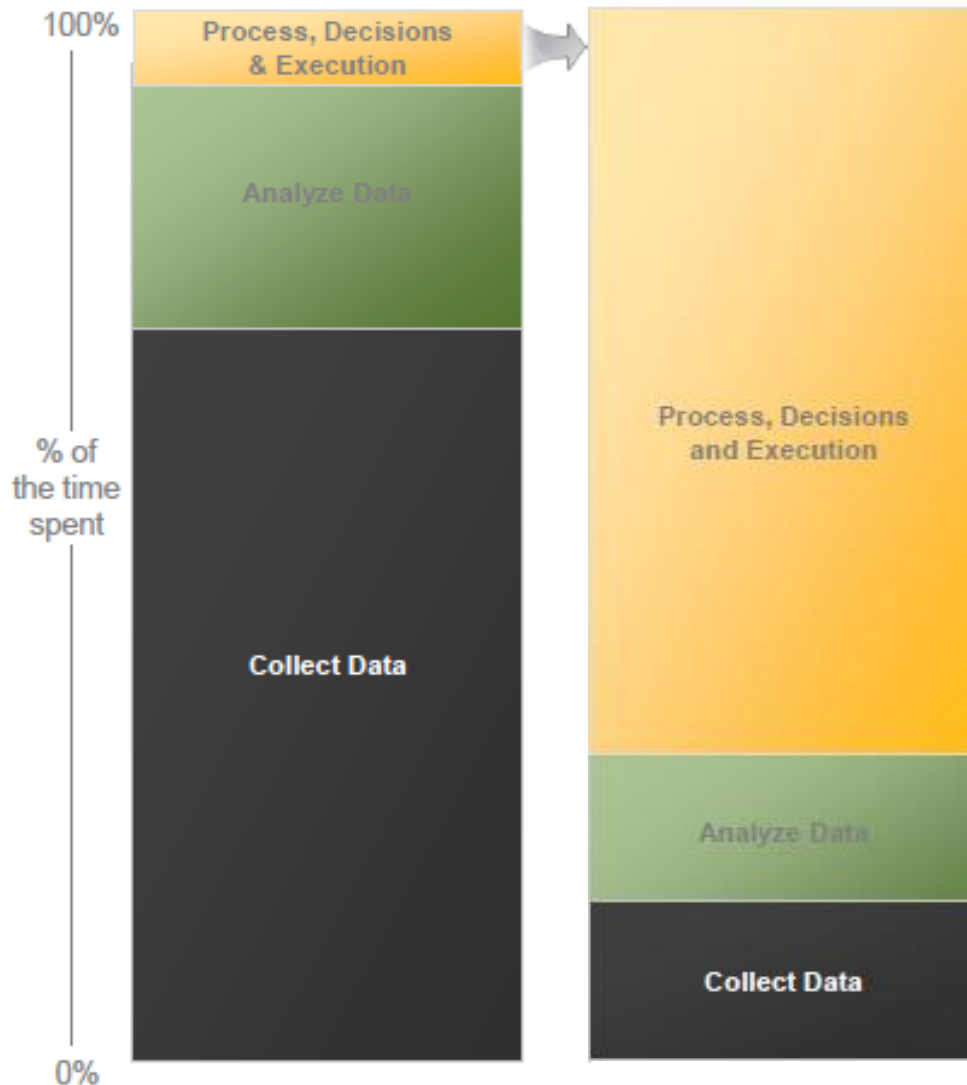
Source: Harvard Business Review

# Do you recognize this scenario?



## Typical issues...

- Data and formula errors
- Inconsistent formats and assumptions
- No change-tracking and audit trails
- Weak security and access control
- Manual process and workflow



## What do you spent most of your time on?!

“In a typical planning environment, more than half of all time is spent gathering and re-keying data, which leaves little time for analysis. The average company spends only 16% of their time in the value added activities of explaining the “why,” and exploring the “what if.” Source: Hackett Group

# How many days do you spent on closing the books?



**Best-in-class: 6-8 working days**



## SAP BPC solution (in general)

- Expected ROI between 50-150% within the first 6-12 months months.
- Possibility of reducing the amount of planning time with 30-90%.
- Reducing costs with 25-75%.

**Source: Gartner**



# Reference story: Uhrenholt



## QUICK FACTS

- Location: Middelfart, Denmark
- Industry: Consumer products
- Products and services: Dairy, Seafood, Meat, Brands
- Web site: [www.uhrenholt.com](http://www.uhrenholt.com)
- SAP Solution and services: SAP BusinessObjects Edge Planning and Consolidation
- Implementation Partner: 2C Change

“Lack of overview caused by too many spreadsheets floating around”

## Challenges and Opportunities

- Gain control over accuracy and reliability of corporate data
- Difficult to isolate the effect of exchange rates
- Replace manual, time-consuming processes for planning, budgeting, and reporting
- Lack of overview caused by too many spreadsheets floating around

## Objectives

- Unify and centralize all performance and financial data
- Become more transparent and less dependent on a few people
- Give managers control over the workflows and processes

## Implementation Highlights

- 30 days



## Why SAP

- Affordable solution
- Single product that offers complete functionality
- Ease of use and rapid adoption due to familiar Microsoft Excel interface
- Simplified maintenance and administration

## Benefits

- Reliable source of corporate data
- Rapid adoption due to Excel-based interface
- Greater control over work flow and processes– more transparent
- Limiting the dependency for a few people
- Internal rules and guidelines for budgeting and planning regarding exchange rates



# SAP Can Help You Gain Efficiency and Transparency Now



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Demo of SAP BPC

# On premise, On demand, On device



ORCHESTRATION

## On DEVICE

Collaboration



Analytics



Mobile



- **All** devices
- **All** user experiences
- **Easy to extend**

## On DEMAND

LoB on Demand



SAP Business  
ByDesign



- **Instant** value
- **Line of business** or **suite**
- **Integrated** to On Premise

## On PREMISE

SAP Business Suite 7



- **Best-practices** packages
- **Non-disruptive** enhancements

Technology Foundation

- **Platform**
- **In-Memory**

iPad demo

**Thank you!**