

Extended Planning & Analysis: connect enterprise-wide planning and analysis with SAP Analytics Cloud

Damien Fribourg — December 2nd, 2021

THE MOST TRUSTED INDEPENDENT
INFORMATION SOURCE FOR SAP
ENTERPRISE SOFTWARE CONTENT

SAPINSIDER COMMUNITY
500,000+ STRONG



Damien FRIBOURG



Seasoned leader in the Enterprise Performance Management space with more than 15 years @SAP with a focus on planning, consolidation and analytics. Functional architect at the origin of SAP Analytics Cloud for Planning.

Experience includes selling and implementing enterprise software solutions that deliver exceptional returns and results aligned to customer goals.

What We'll Cover

Current challenges

- Planning is still heavily relying on Excel
- How to make faster decisions
- Becoming a best-in-class organization with real-time data

SAP analytics Cloud answers

- Unified Planning, Analysis and Artificial Intelligence
- Designed for the business
- Content packages across LOBs and industries

Extended Planning & Analysis

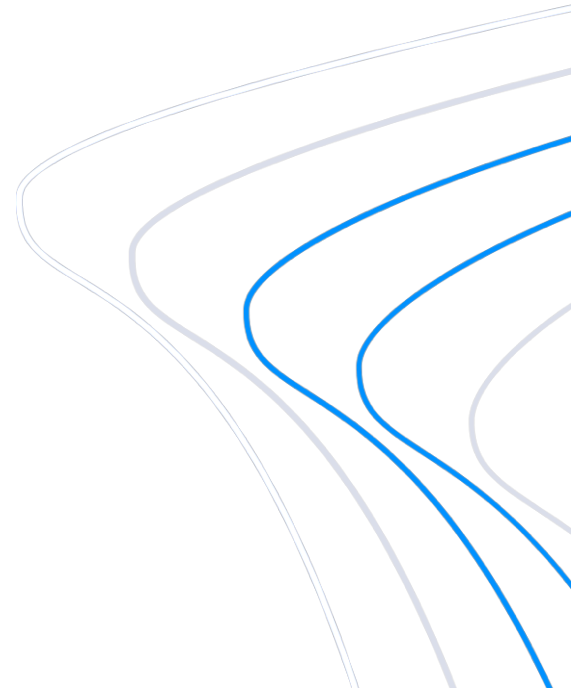
- Financial Planning for SAP or non SAP Customers
- Human Resources Planning
- Extending SAP Integrated Business Planning

Business challenges



Current challenges

In today's digital economy, organizations must be able to act in the moment enabled by **extending plans** across the business in order to make confident decisions in serving their customers and outperform the competition.



Current challenges

Inability to discover true costs
and key drivers of profitability

Unable to respond quickly to
market disruptions and plan
performance

Inability to harvest
insights from big data

Inconsistent modeling and
planning across the
organization

Unable to augment financial
analysis with predictive
planning for more accurate
forecasts

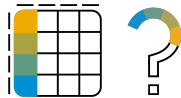
Lack of confidence in plans
leading to wasted time
validating
and reworking data



MODERN CHALLENGES FOR PLANNING & ANALYSIS

Current challenges

MANY ORGANIZATIONS STILL USE SPREADSHEETS



Spreadsheets are still considered the **primary** budgeting and planning technology of 50% of companies



Overall, 73% of companies use spreadsheets during planning and forecasting processes

Current challenges

THE AVERAGE VS BEST IN CLASS



AVERAGE ORGANIZATIONS

Only 35% have access to real-time plan data



BEST IN CLASS ORGANIZATIONS

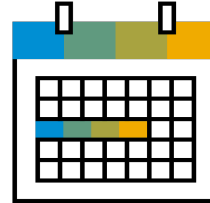
Over 90% have access to plan data in real-time

BE FUTURE READY WITH PREDICTIVE



15%

Leveraging AI/ML for
planning within 6 months



37%

Plan to use in
upcoming years

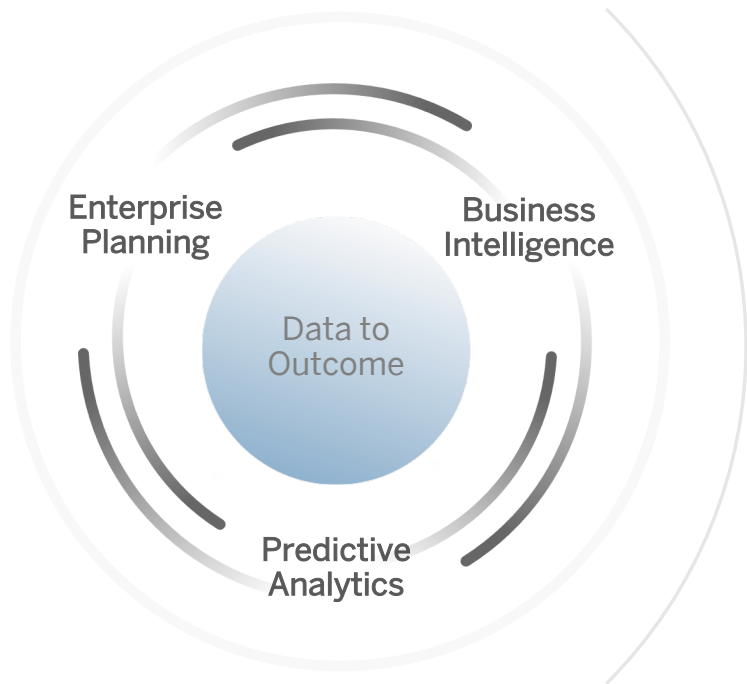
SAP Analytics Cloud

Planning, Business Intelligence and
Machine learning ALL-IN-ONE



Act in the Moment

Faster decisions with powerful analytical capabilities



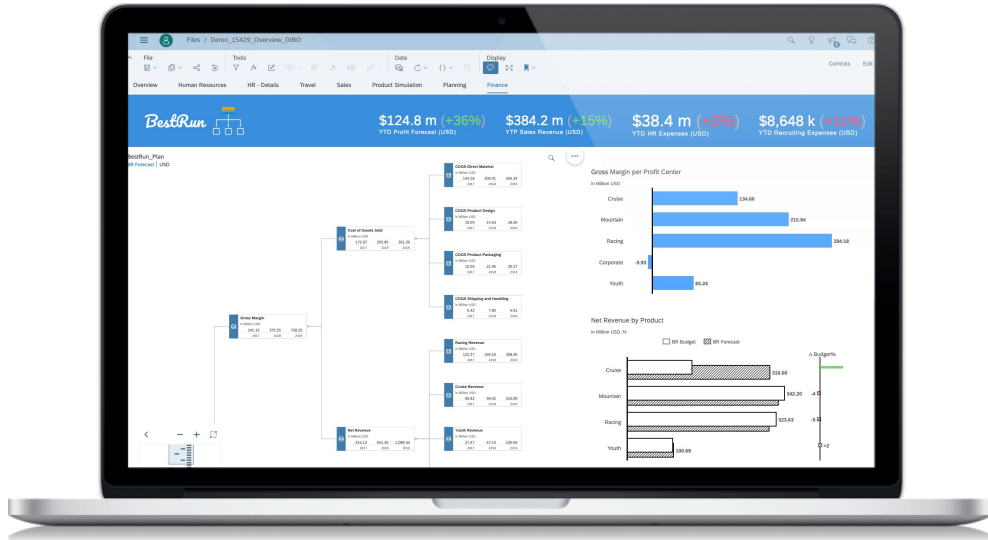
Intuitive planning capabilities for scenario modeling and what if analysis on the fly

Collaborate with your team and take action on your data

Discover, visualize, plan and predict in one product versus separate point solutions

Driver Based Planning

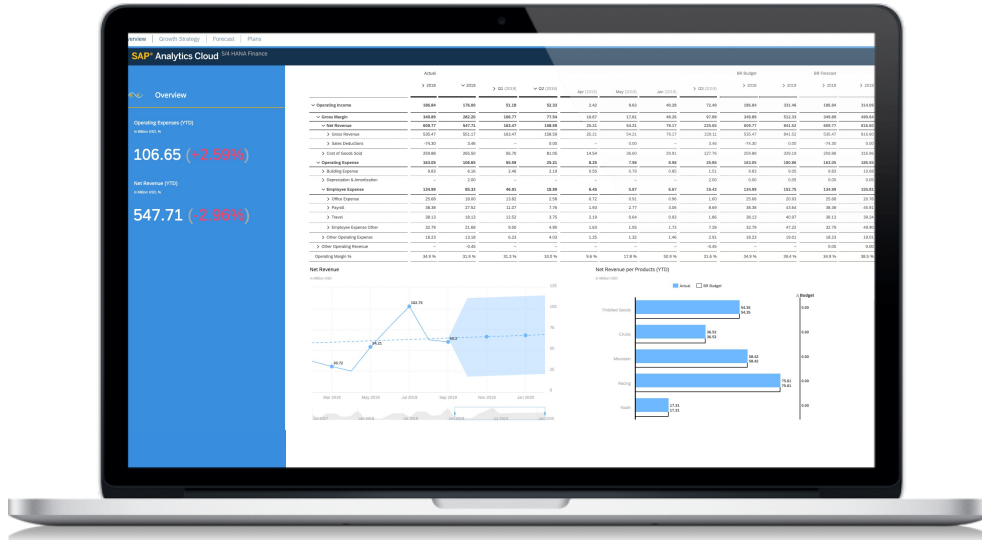
Bring plan and budget drivers together for accurate results



- **Value Driver Tree**
- Run unlimited simulations comparing changes in drivers and assumptions against actuals for better analysis
- **Better Accuracy**
- Source drivers directly from SAP S/4HANA or other ERP for insights into cost structure, impact on P&L and margin
- **Deeper Analysis**
- Leverage allocation functionality to assign indirect costs seamlessly for better understanding of cost on activities

Scenario Planning

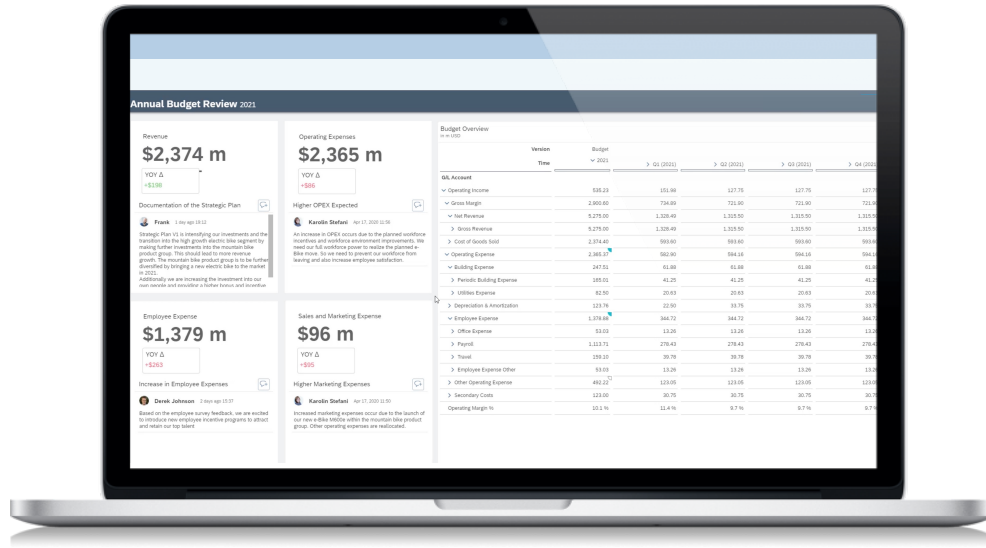
Model situations immediately and on the fly



- **Private Versions**
- Create plans in a sandbox environment to perform what-if analysis to simulate the best possible outcomes
- **Business User Managed**
- Create multiple scenario plans with ease and without the need of IT or admin intervention
- **Better Collaboration**
- Form teams to review public or private versions and discuss results immediately with discussion function

Zero-Based Budgeting

Drive efficient resource allocation for profitable growth

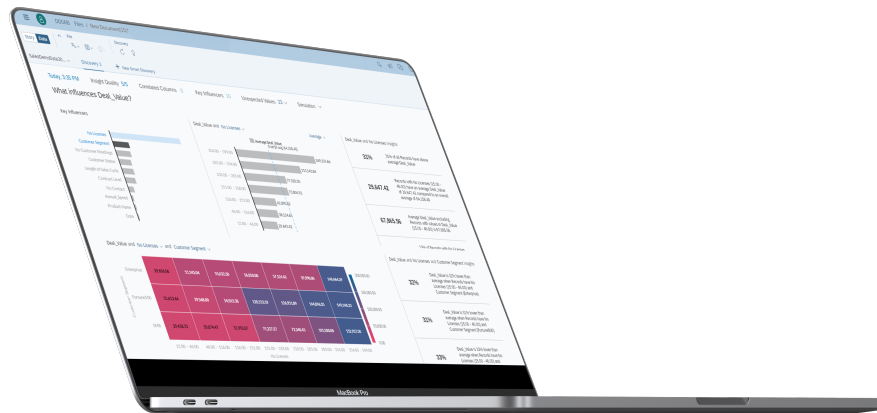


- **Instant Collaboration**
- Discuss new/existing revenue and cost items directly within budget templates and build consensus
- **Flexible Data Entry**
- Add or edit dimension members immediately on budget input sheets to reflect the most recent plan scenarios
- **Accurate Analysis**
- Augment budgets with real-time dashboards, analytics, and predictions to drive the best decisions

SAP Analytics Cloud

Core planning capabilities

- Top down or bottom up
- Driver based planning
- Variance analysis reporting
- Collaboration and commentary
- What if simulations
- Workflow and task assignment
- Graphical allocations
- Excel integration
- Predictive planning
- Private versions



SAP Analytics Cloud, add-in for Microsoft Office

CONNECT

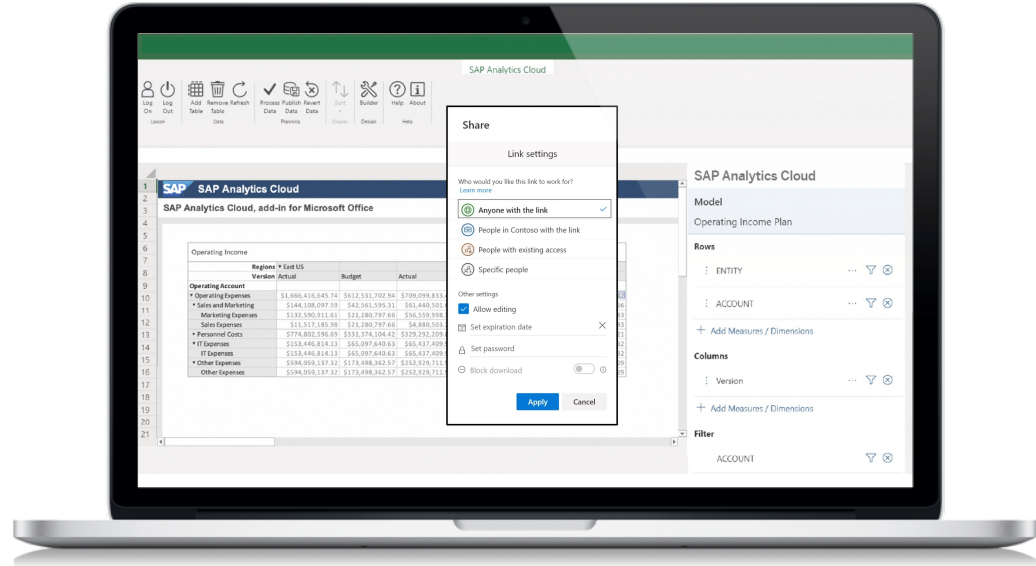
Engage with colleagues on plans with any laptop at work, home, and on the road

PLAN

Plan, analyze, and simulate with the familiar Microsoft Office 365 online user experience

EXPLORE

Create custom calculations and easily generate ad hoc reports



Continuously Collaborate



Access anywhere

via laptop, iPhone,
iPad or Windows
device

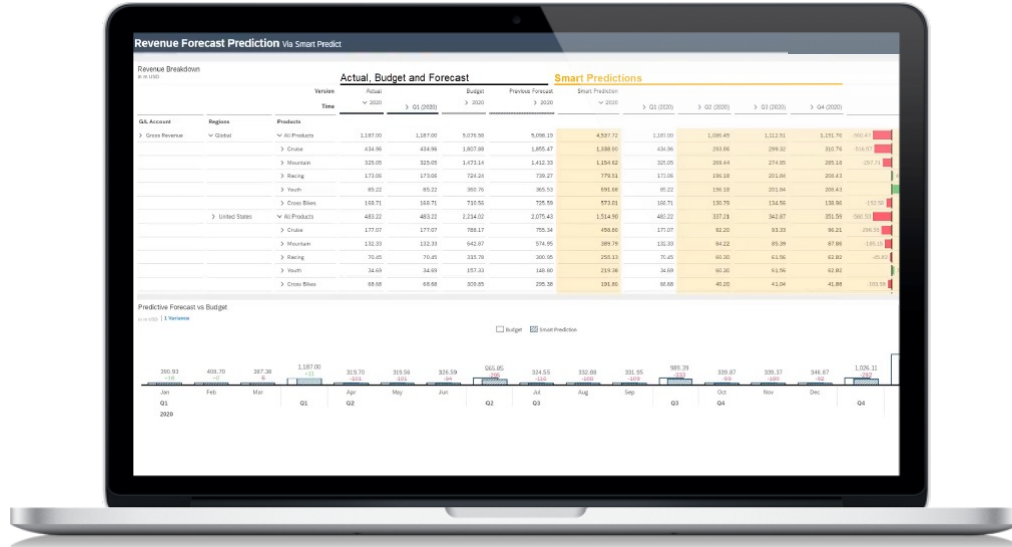
Simply interact

by quickly and easily swiping,
tapping, and filtering on your
favorite stories

Receive the right view

with a responsive design that
automatically adjusts to the
dimensions of your device

Machine Learning for the business user



Automate forecasts at any level of your plans

Take the guesswork out of planning with machine learning driven insights across any dimension

Allow everyone to access plan predictions

Gain easy-to-understand forecast results based on financial intelligence

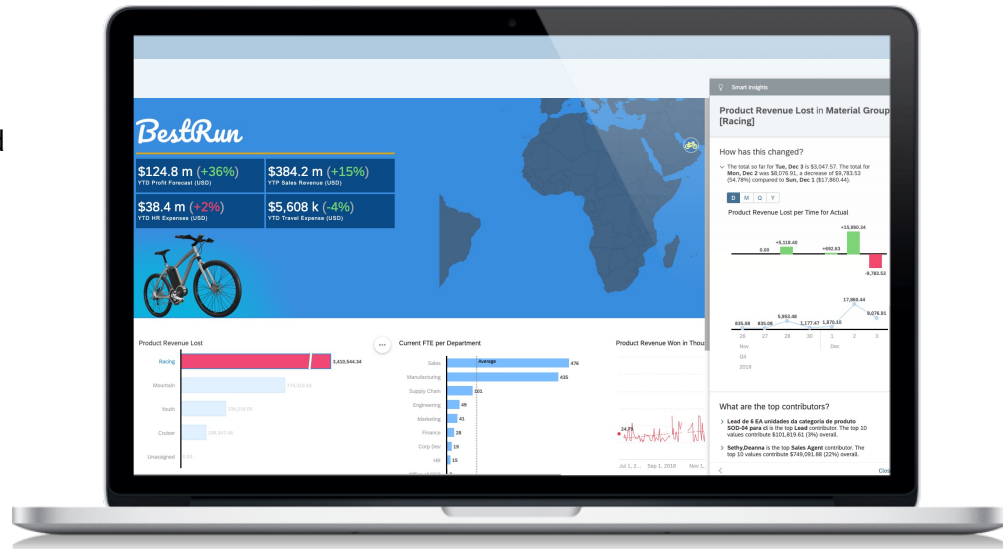
Affirm plans by reducing human biases

Build trust with immediate visualization of plans and prediction accuracy scores available in the application

Predict Future Outcomes

Automate reporting and create what-if simulations

- Understand the main business drivers behind your core KPIs, such as revenue, churn, and productivity
- Interact with insights and explore hidden structures and relationships
- Find the answer to business questions through intuitive charts and natural language
- Quickly develop a clear understanding of intricate aspects of your business data
- Click on a data point to get smart textual and visual insights

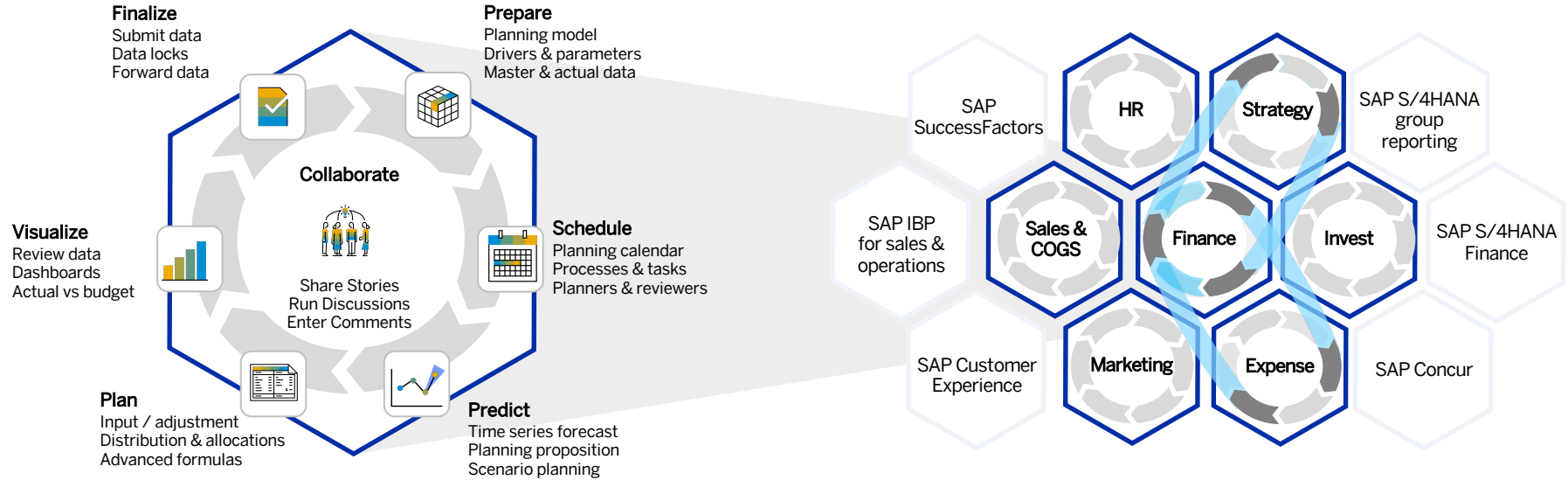


Extended Planning & Analysis

Powered by SAP Analytics Cloud



Extended Planning and Analysis (xP&A)



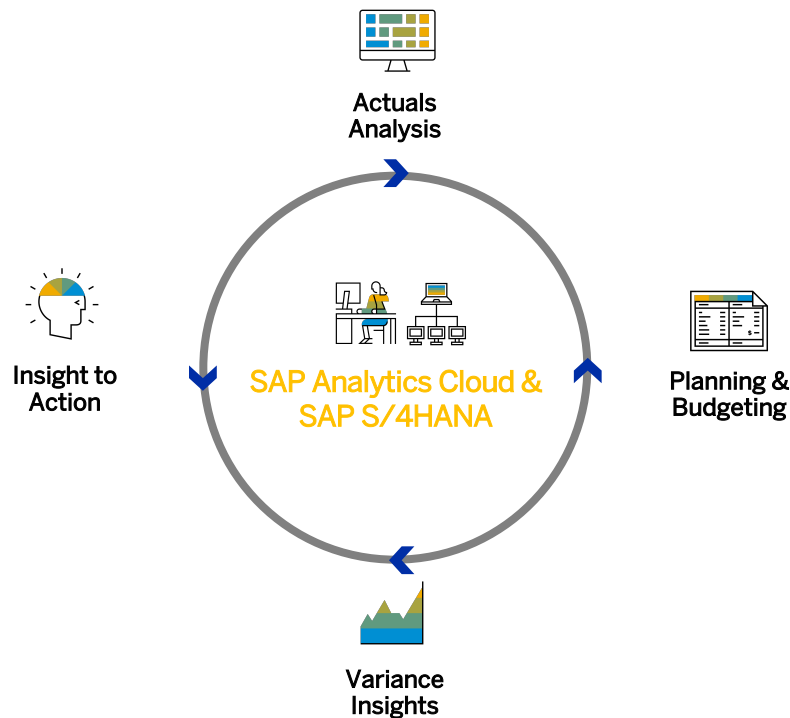
1 Strong planning capabilities
to create powerful planning
solutions within the company

2 Link operational and
financial planning
to improve alignment and
performance

3 Integrate with enterprise
applications
for one source of the truth

Financial Planning & Analysis for SAP S/4HANA

Plan, analyze and execute in one financial management system



Integrate planning with Cloud ERP

Save time and reduce errors with one source of the truth for planning and actuals across the enterprise

Close the gap between insight to action

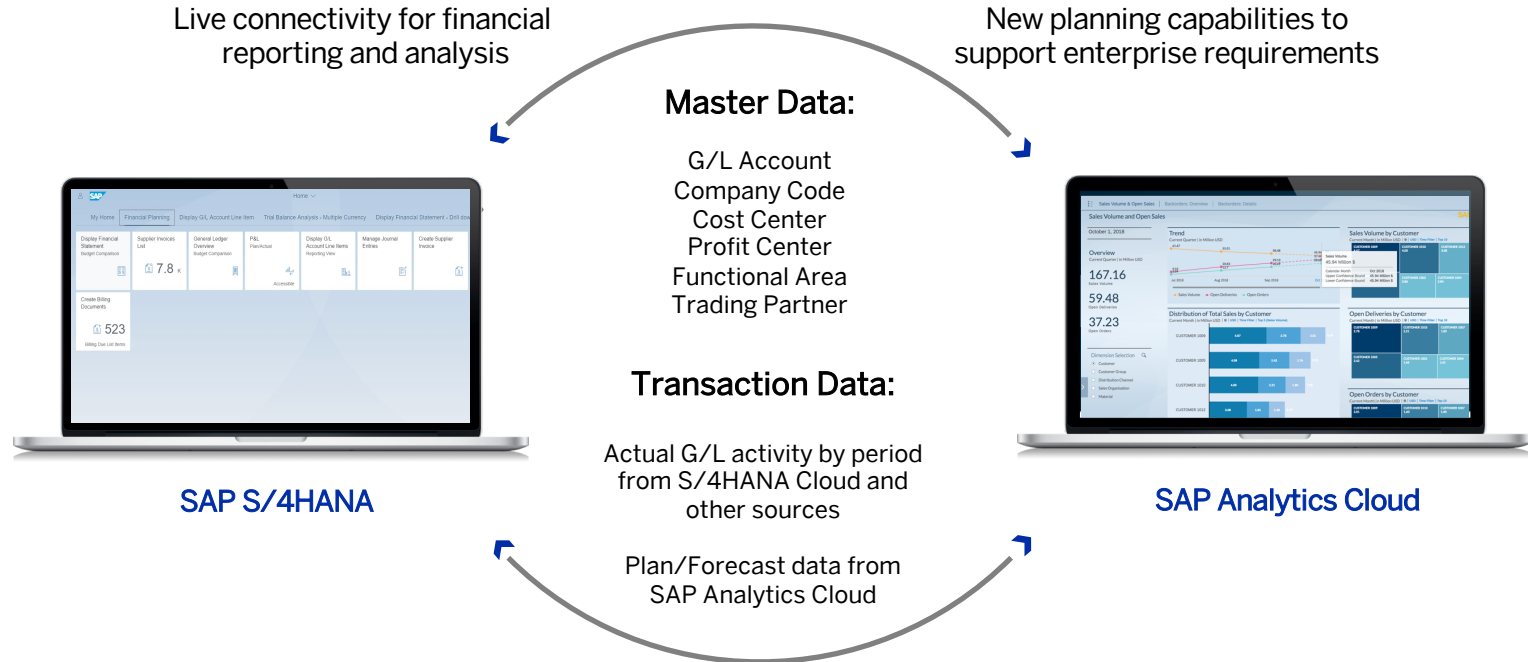
Take action in the moment with transactions, analytics, and planning all in one place

Be a better partner to the business

Spend less time on transactional work and more time on delivering value added insights

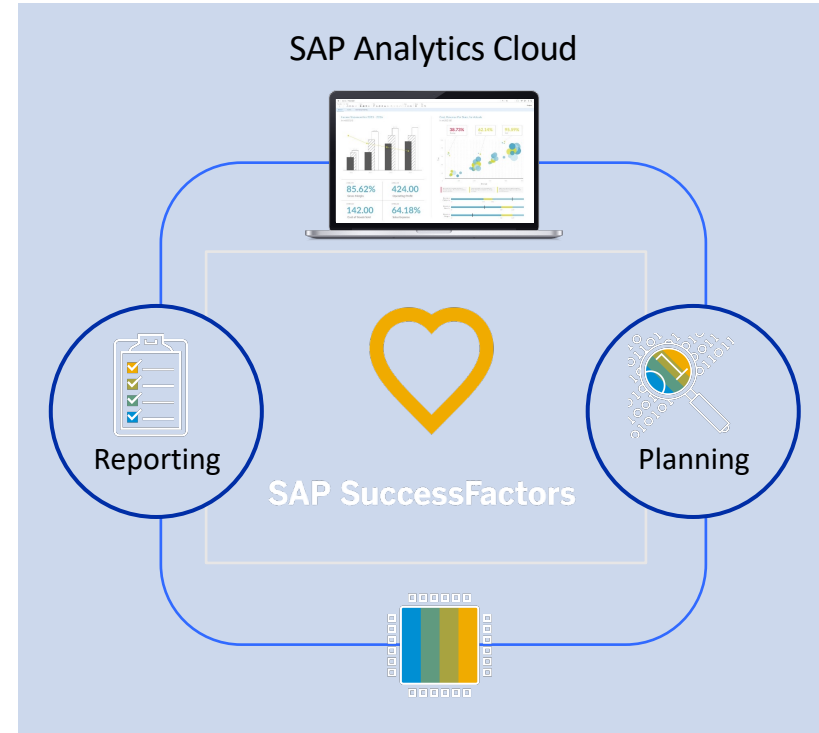
Financial Planning & Analysis for SAP S/4HANA

One source of truth for plan and actuals across the enterprise



SAP Analytics Cloud and workforce planning

- Providing the best user experience by combining data from, and embedding, SAP Analytics Cloud in all SAP solutions
- Enhance business content and quick time to value by covering best practices and new use cases: i.e. Skills, Strengths & Capability Planning
- Improved and seamless integration with SAP SuccessFactors and SAP S/4 HANA
- Consistent modeling and planning processes across the organization, because everyone plans
- Financial and operational plan alignment across the enterprise for better business outcomes
- Unmatched scalability and performance powered by SAP HANA, the in-memory database platform

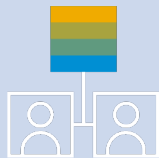


Packaged Content for SAP SuccessFactors People Analytics

Operational headcount planning: Plan headcount | Estimate cost | Track progress



Select plan dimensions from SAP SuccessFactors Workforce Analytics.



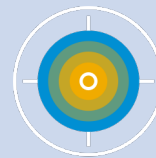
Set plan horizon for strategic forecasts.



Select metrics for headcount (FTEs), hires, terminations, and movements.



Review merit assumptions and cost rates.



Set top-down targets for costs and headcount.



Assign read-write permissions to hierarchy levels in the plan.



Create input tasks for managers to plan headcount.



Consolidate and lock plan versions to avoid further edits.



Review planned headcount and cost.
Track plan versus actuals.



Create planned positions in SAP SuccessFactors Employee Central.

Packaged Content for SAP SuccessFactors People Analytics

Strategic workforce planning: Define scenarios | Uncover talent gaps | Take action



Select plan dimensions from SAP SuccessFactors Workforce Analytics.



Set plan horizon for strategic forecasts.



Select metrics for headcount (FTEs), hires, terminations, and movements.



Configure retirement model.



Define forecast scenarios (plan versions).



Assign read-write permissions to hierarchy levels in the plan.



Create input tasks for managers to provide demand forecast.



Consolidate and lock plan versions to avoid further edits.



Conduct gap analysis support discussions on strategic initiatives.



Create custom stories based on planning models.

SAP Analytics Cloud and SAP Integrated Business Planning

Connect plans across the enterprise



Leverage a best-in-class app for supply chain planning

Connect advanced S&OP and FP&A processes in SAP Analytics Cloud



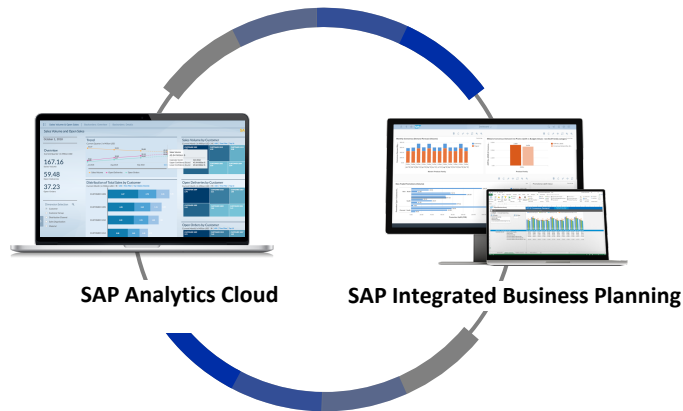
Align demand and financial plans

Compare consensus demand plans with financial targets

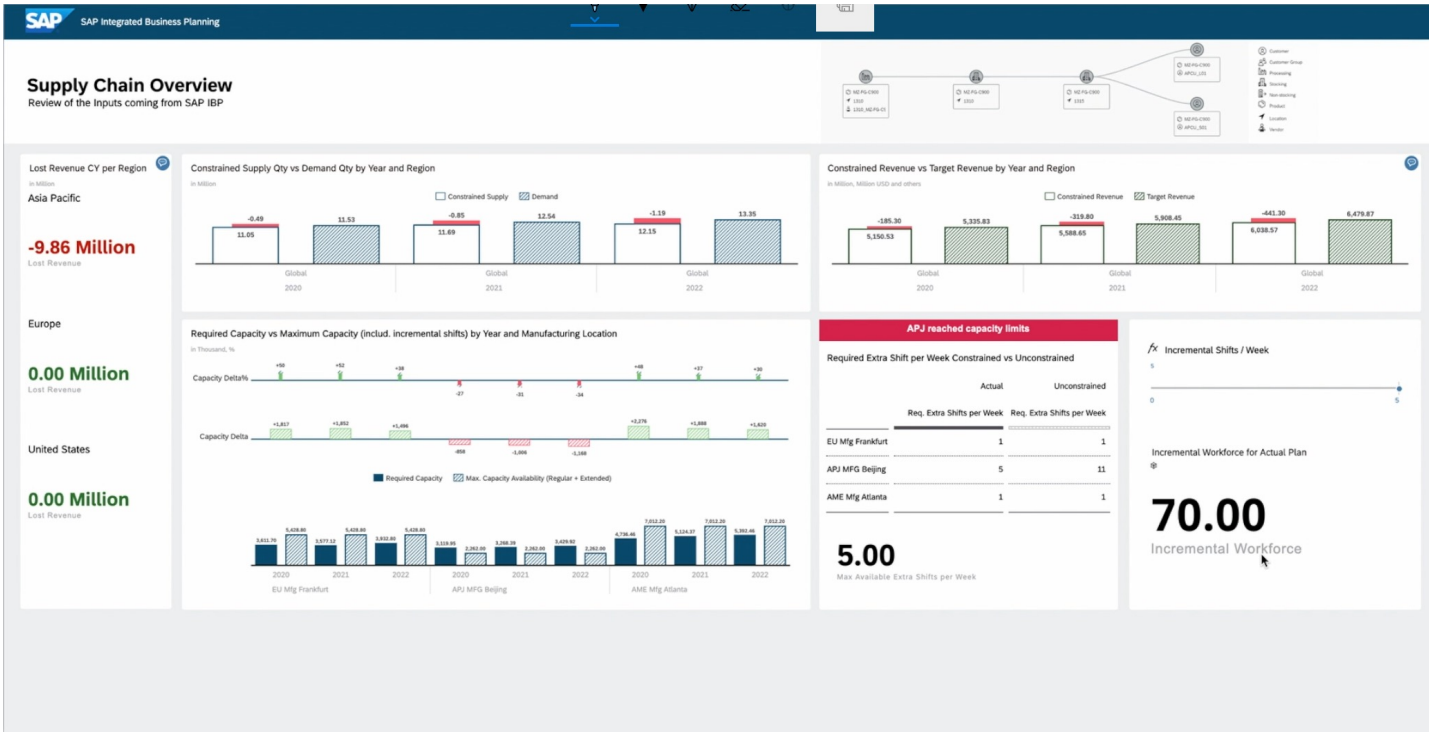


Gain complete visibility across the enterprise

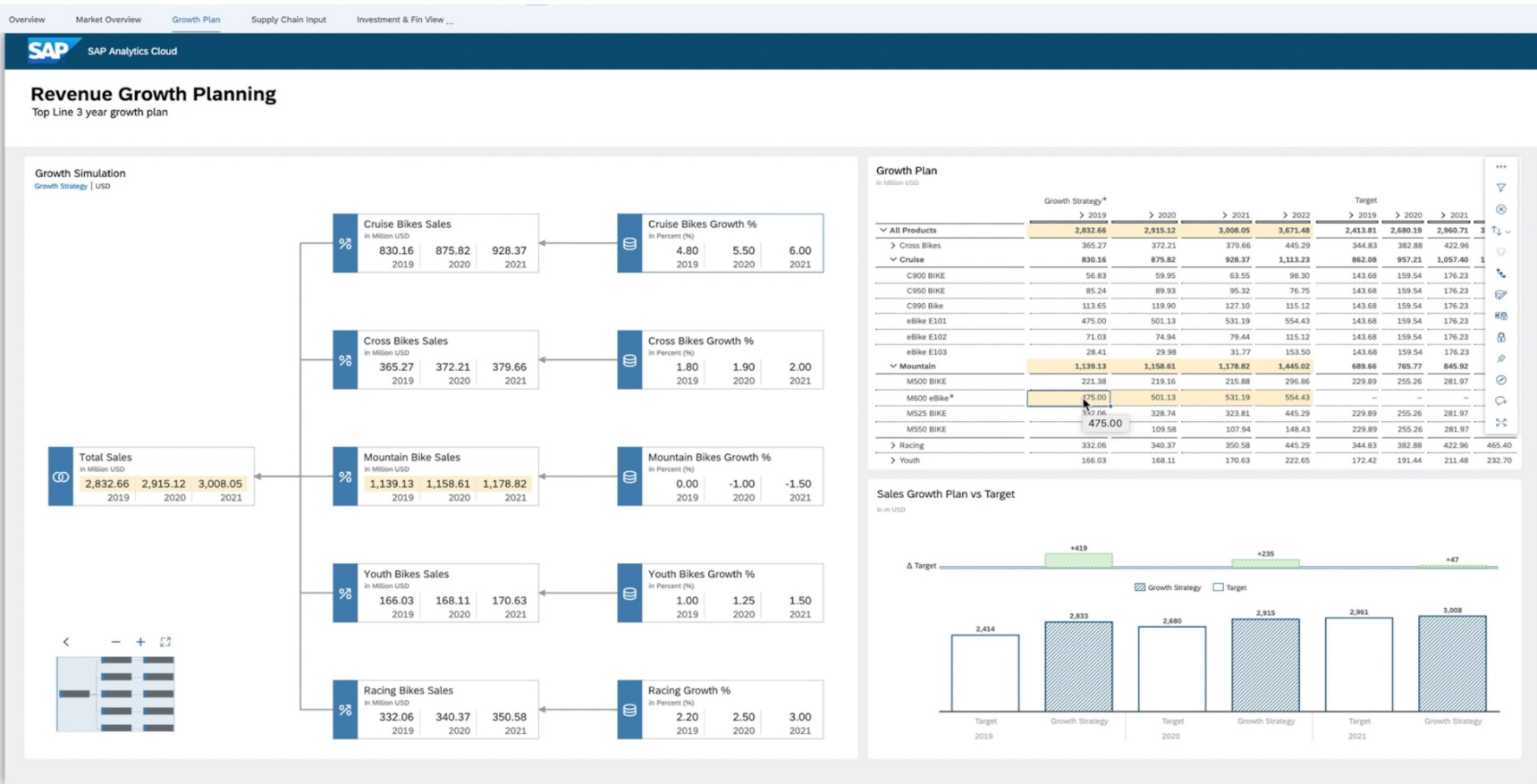
Display Key Figures and financial KPIs in SAP Digital Boardroom



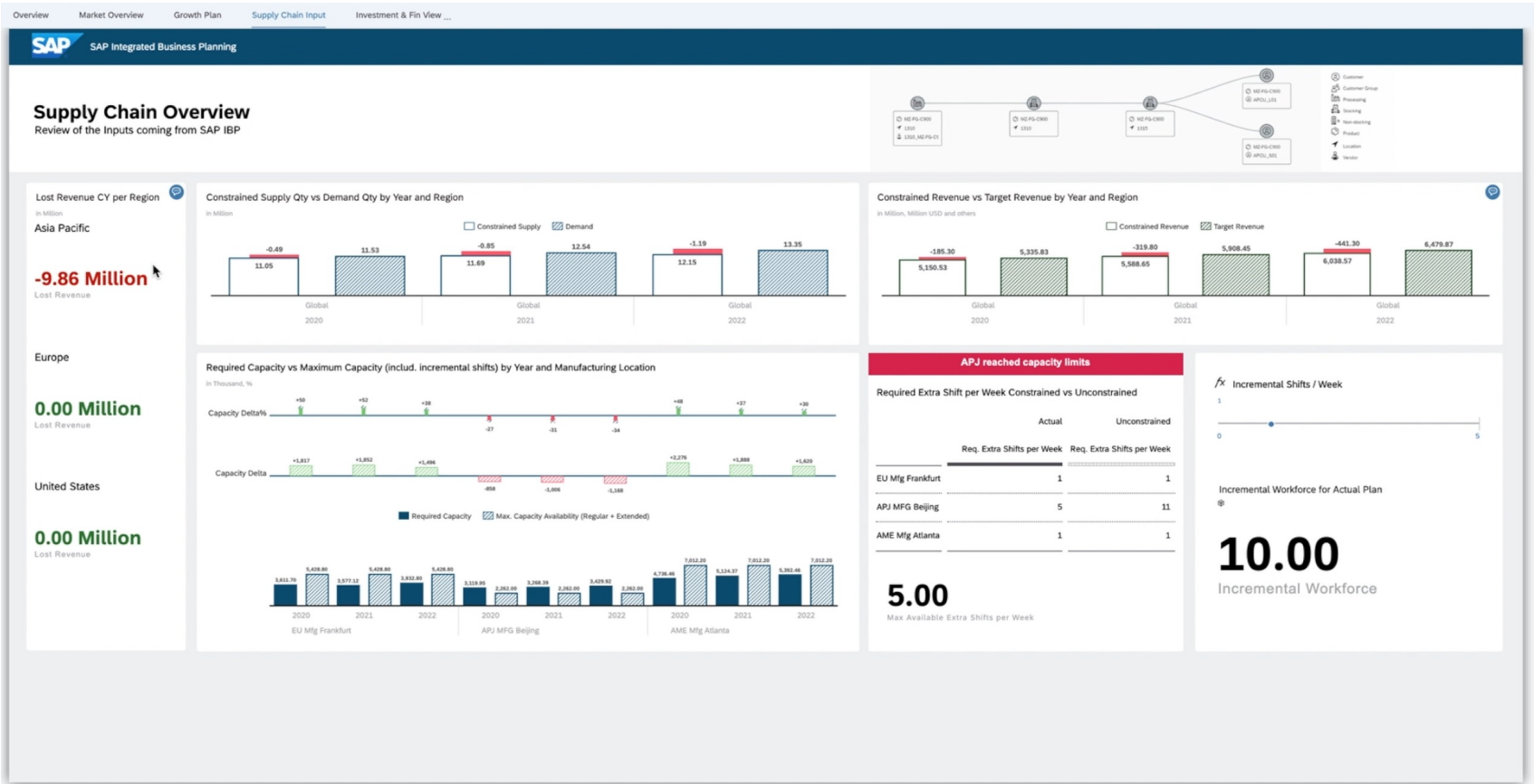
Example – Can the supply chain support our new growth strategy of launching a new product?



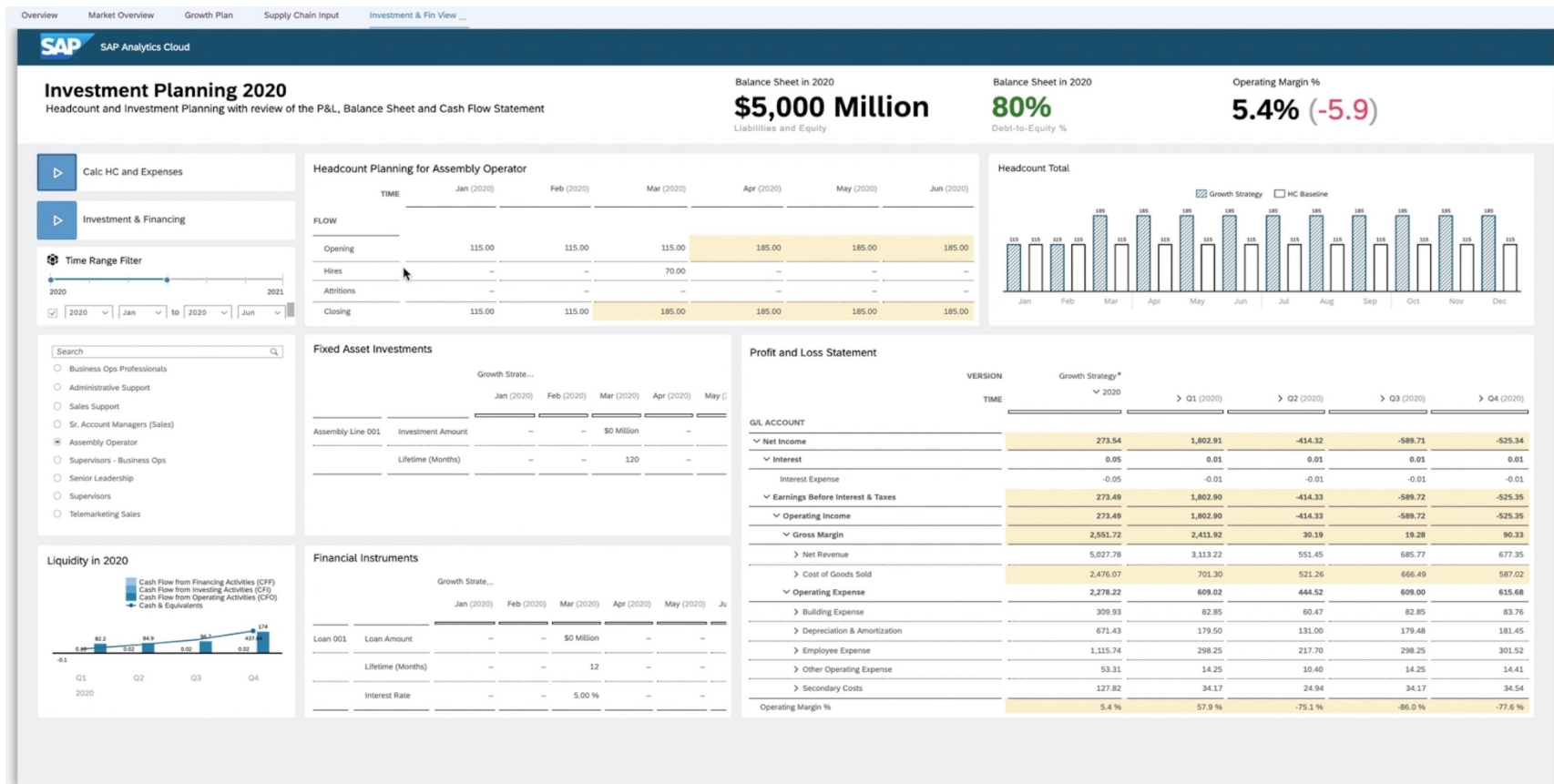
Forecast revenue in SAP Analytics Cloud



Review workforce capacity in SAP Analytics Cloud from IBP



Check operating margin % impact in SAP Analytics Cloud



Demonstration



SAP Analytics Cloud for Planning

Extended planning and analysis in motion

Wrap Up



Key points to Take Home

1

Unique set of capabilities

Only platform on the market for Planning, Analytics and Predictive forecast in one SINGLE product

2

Designed for business users

Consumption and design is 100% for business users (e.g. workflows, Excel, Modelling, etc...)

3

Extended Planning & Analysis

Available content for Finance, HR and Operations

Where to Find More Information

- <https://www.sap.com/products/cloud-analytics/features/planning.html>
 - Make confident decisions with extended planning and analysis software
- <https://www.sap.com/programs/data-analytics.html>
 - From Data to Value
- <https://www.sap.com/products/analytics.html>
 - BI, Data warehousing and Enterprise Planning

THANK YOU

Damien FRIBOURG

SAP

damien.fribourg@sap.com



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