SAPINSIDER SUMMITSERIES Finance & Innovation

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SAP Analytics Cloud –
Optimize Consistency and
Effectiveness in your
Financial Planning Process

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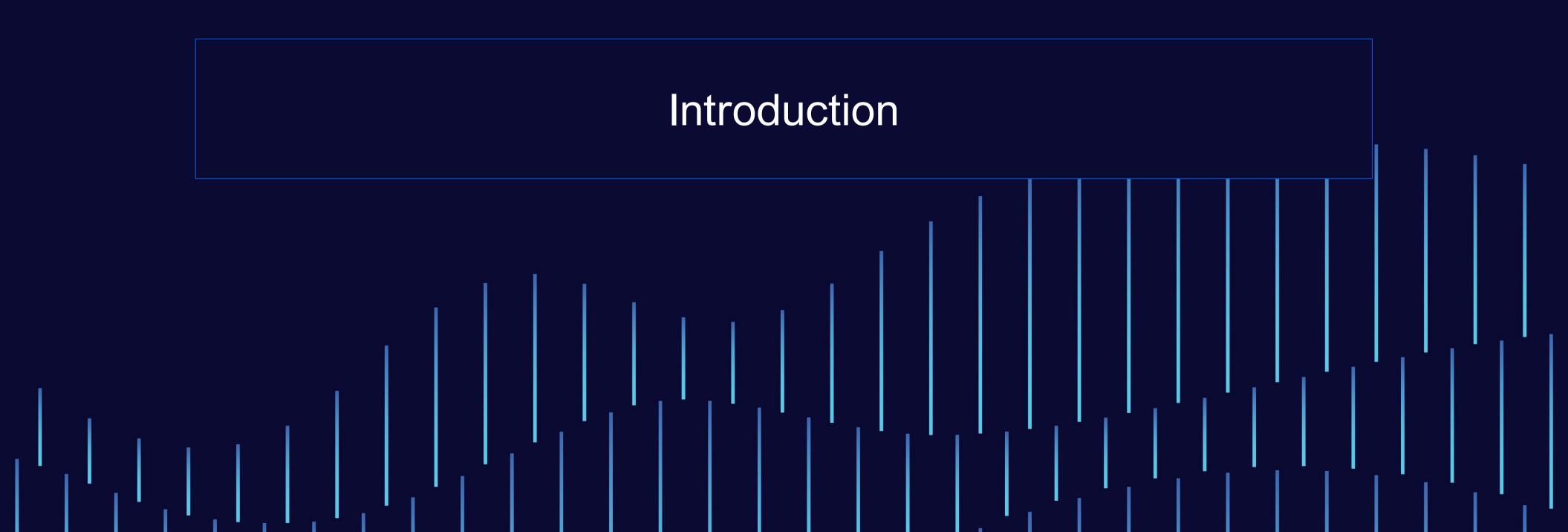
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What We'll Cover

- Introduction
- Solution Overview
- Demonstration
 - Calculate Sell Price, Discount & Rebate Rates from Actuals
 - Seed Budget Data for Sales Price, Discount and Rebates Rates
 - Calculate Gross Sales, Sales Discounts, and Rebates
 - Calculate Depreciation



SimpleFi meet PlaniFi Applications

SimpleFi is a firm of partners focused on business process design, business content, automation and implementation of SAP

Planning, Analytics and Consolidations solutions



Go-to SAP Partner for Analytics and Planning



Company Goal 100% referable



Offices in Canada and U.S.



Customers across major industries and geographies



Award winning Business Content







PlaniFi

Business Services

- ✓ Process Design, QA
- ✓ Business content deployment
- ✓ Expert/Application as a Service
- ✓ Managed Implementations

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- Business platform & applications
- ✓ FP&A
- ✓ Line of business planning
- ✓ Analytics and Data Modeling
- ✓ Financial Statements and Consolidation

AND

Technology Focus

- ✓ SAP Planning, Analytics, Data Warehousing, Consolidations
- ✓ SAP Analytics Cloud, Group Reporting, SAP Datasphere, SAP PaPM, BPC, BW & HANA

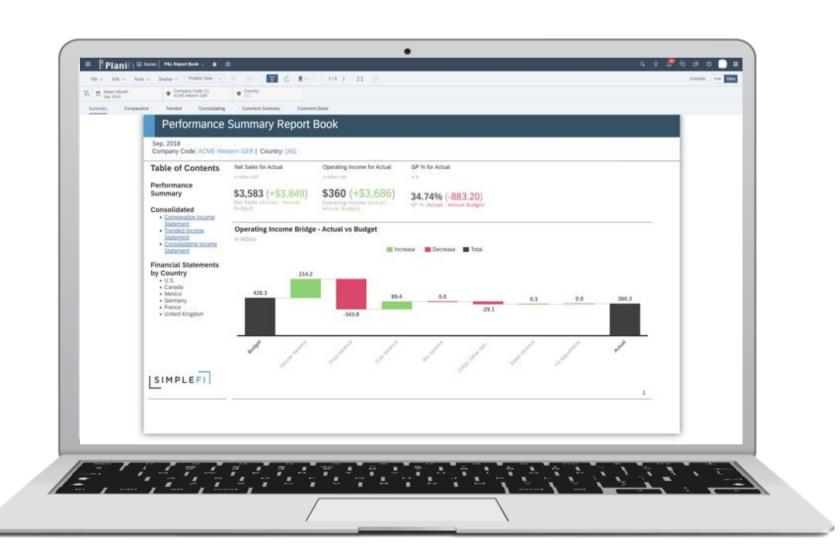


Planning, Analytics, Consol Value

- ✓ Automate reporting and insights
- ✓ Increase visibility
- ✓ Decrease overhead
- ✓ Shorten planning cycles

PlaniFi: Pre-Packaged Solutions

My solution for FP&A, planning, analytics, and consolidations can be deployed in weeks to accelerate time to value



Planning

- **3**0-Pipline
- 1-Sales
- 2-Revenue
- **3**-Costing
- **4-P&L**
- 5-Expense
- **☎**6-HR Planning
- 7-Capital Planning
- **™**8-Balance Sheet
- 19-Intercompany
- 10-Treasury Liquidity/WC
- 11-Supply Chain/Inventory

Analytics

- ✓ LOB Analytics
- ✓ Profitability
- ✓ Performance Reporting
- ✓ Financial Reporting and Consolidations

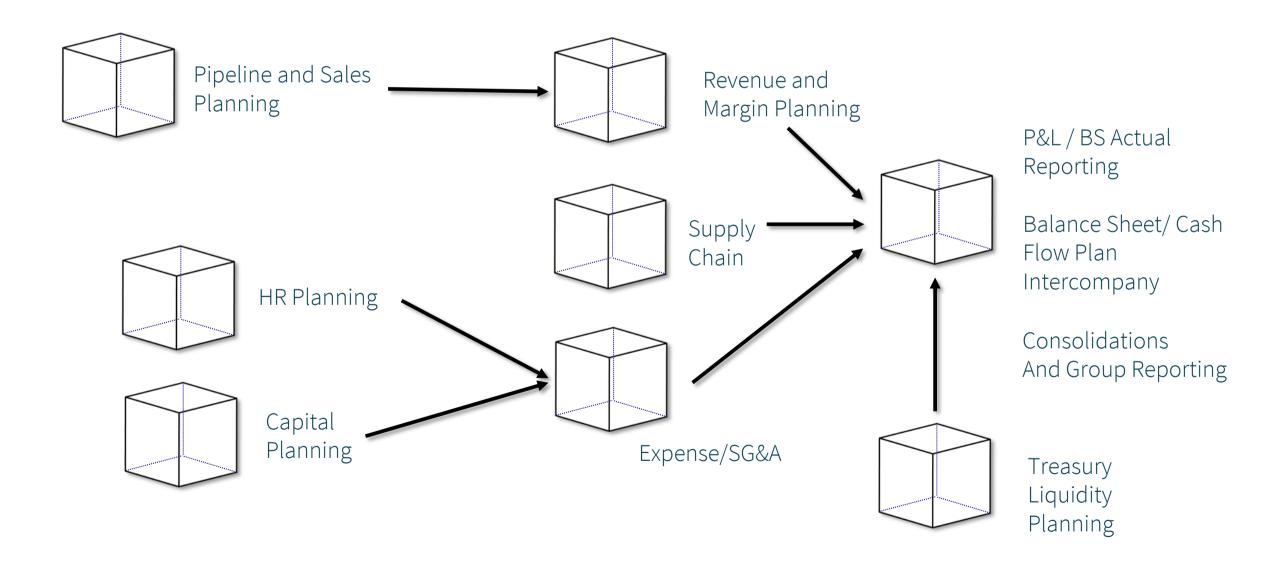


Training & Modernization

- ✓ BI Cloud / SAC Conversion
- ✓ BPC Move
- ✓ BTP Modernization

PlaniFi Platform - Planning, Analytics & Consolidation Architecture

The only MODERN Enterprise Performance Management Solution based on last generation technology

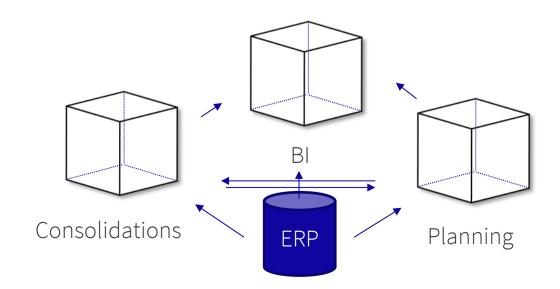


PlaniFi Platform - Planning, Analytics & Consolidation Value

The SAP Business Planning and Consolidations (BPC) replacement you've been waiting for

Traditional stand-alone Analytics and Planning solutions require multiple...

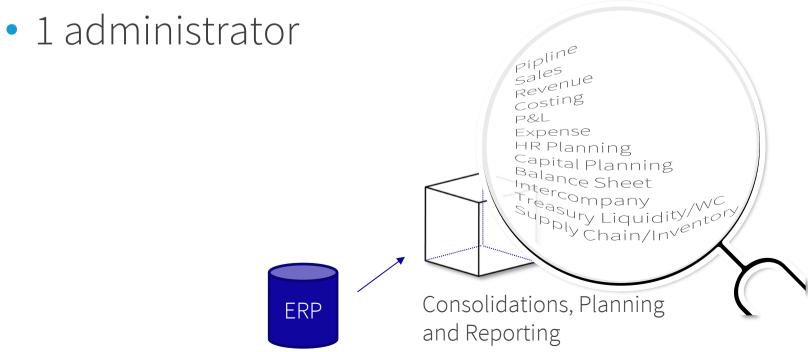
- Licenses and infrastructure for planning and consolidation solutions
- Integration points of planning, consol, and BI apps
- Skillsets for administration and reporting



SAP Planning, Consolidations, and Analytics with PlaniFi

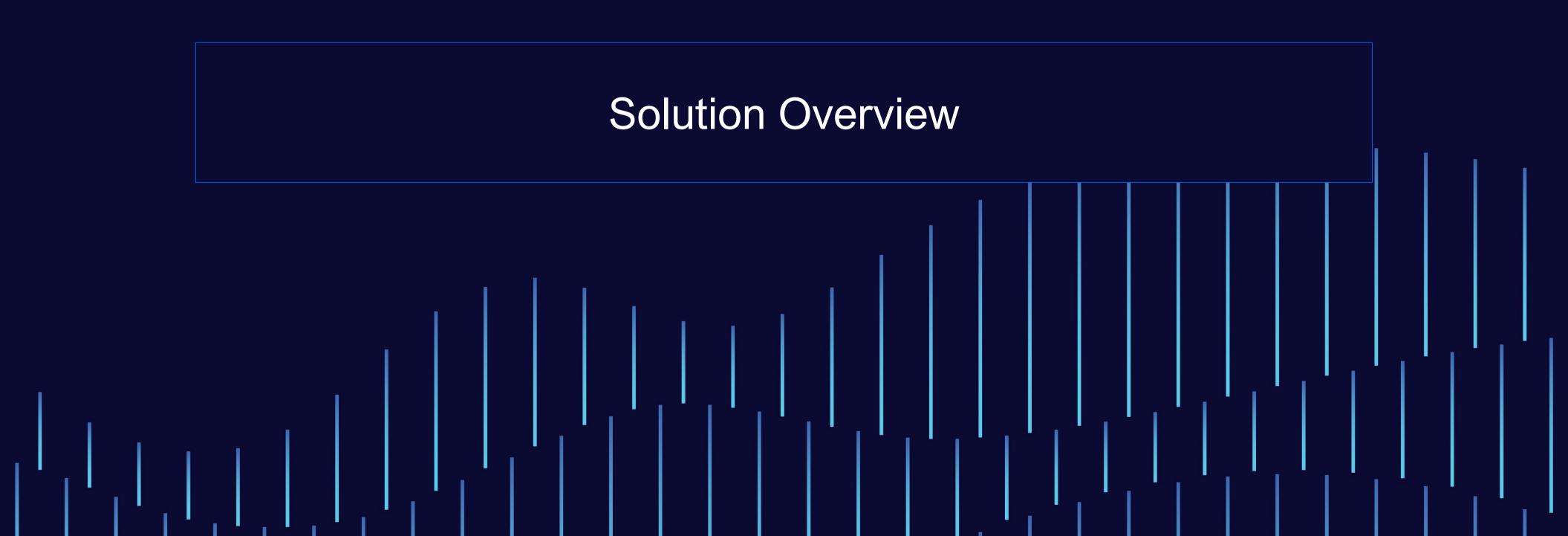
- 1 license
- 1 model (typical)

• 1 set of master data

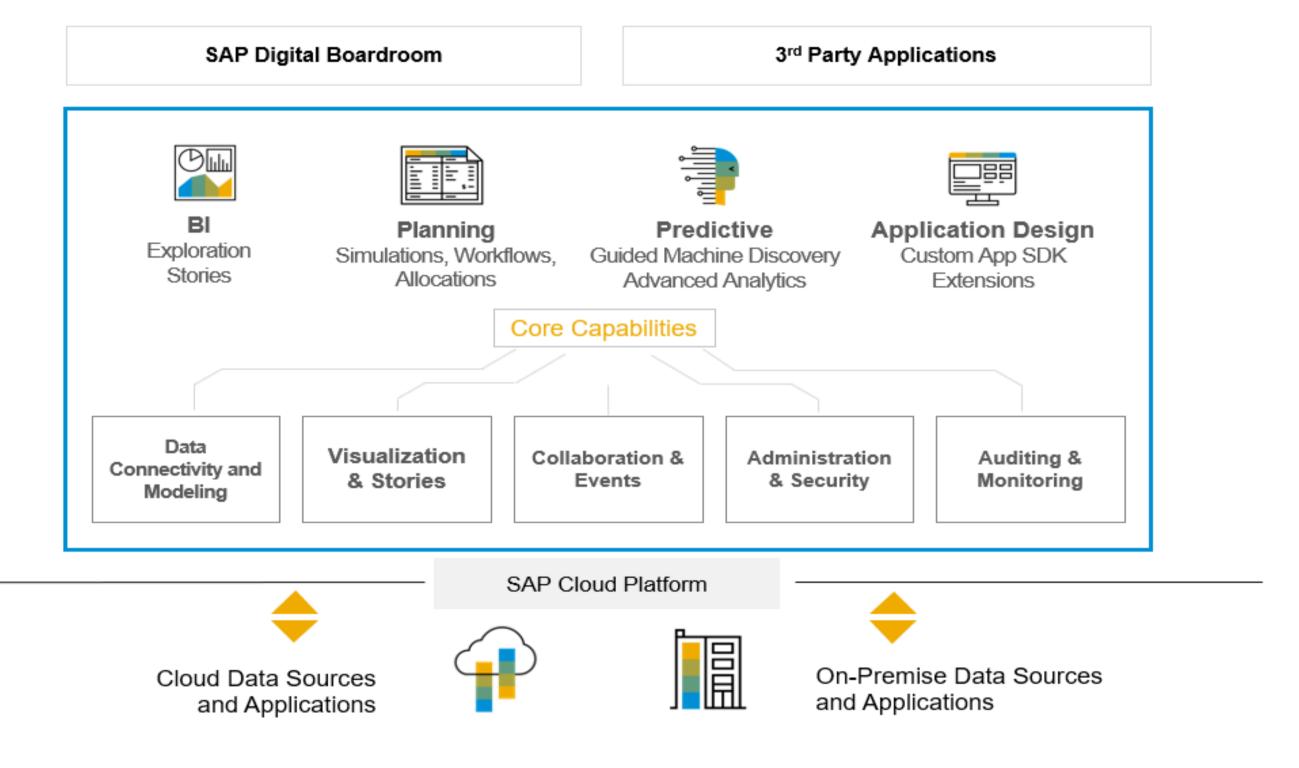


Companies Put Their Trust into Leaders

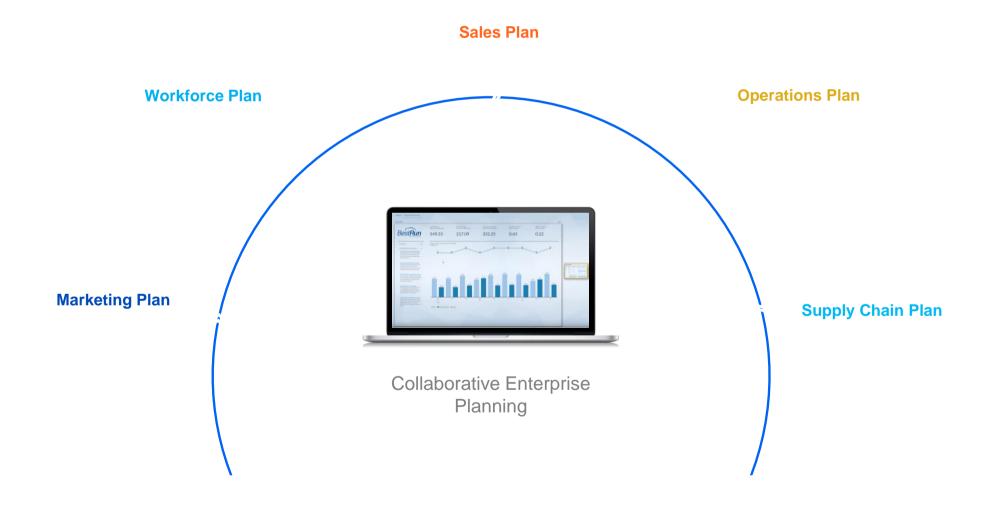




SAP Analytics Cloud



COLLABORATIVE ENTERPRISE PLANNING

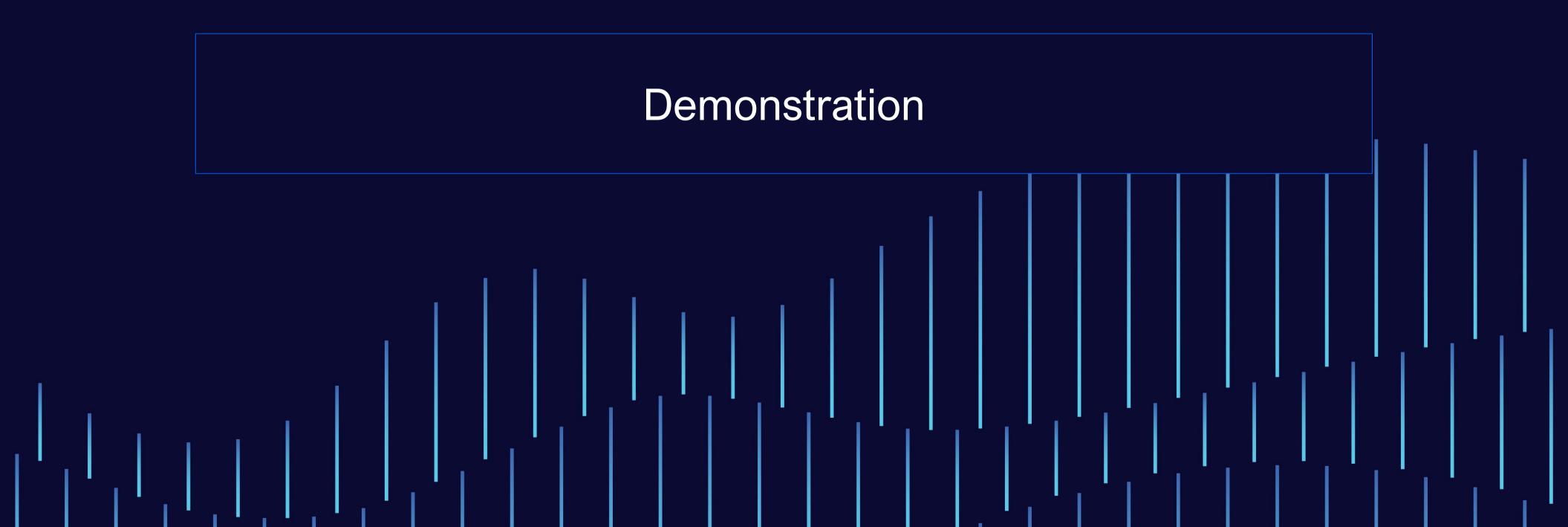


- Respond quickly to market disruptions, competition, and actual performance
- Clear visibility into cost and revenue drivers
- Harvest insights from Big Data and plan at any level
- Consistent modeling and planning processes across the organization
- Augment financial analysis with artificial intelligence to create a more accurate forecast
- Align financial and operational plans across the enterprise for better business outcomes

SAP ANALYTICS CLOUD - Plan Simple

- Rich modeling
- Top down or bottoms up planning
- What-if simulations
- Private versioning
- Driver based planning
- Predictive forecasting
- Collaboration and cell commentary
- Workflow and task assignment
- Graphical allocations
- Variance analysis reporting
- Excel integration





Calculate Sell Price, Discount & Rebate Rates from Actuals

Scenario

• Sales discounts and rebates are a typical business component of any company. For example, selling prices are discounted off-list prices to entice customers to commit to a purchase. It is no different at your company.

The Request

• To prepare for the upcoming annual budget process, you are asked to generate the implied gross sales price, discount, and rebate rates from the current year based on the ratio of these amounts to sales volume and gross sales, respectively. These rates will be used in the next exercise step.

- Model: SIMPLEFI_SALESPLAN_CURR_DIM
- Data Action: 1 Calc Price and Discounts
- Story: Calc Discounts and Rebates (RESULT)

Seed Budget Data for Sales Price, Discount and Rebates Rates

Scenario

• You calculated the implied rates based on the current year's Actuals in the previous step. We need to use these rates to build our budget amounts for these categories and get them to a place where we can use them for the budget process.

The Request

• Now that we have implied rates based on the current year's Actuals, we need to use these in our budget process to generate budgeted amounts based on budgeted sales volumes and gross sales. We need to get those rates into our Budget version and year to do this. Write a data action that will accomplish this request in the most efficient manner possible.

- Model: SIMPLEFI_SALESPLAN_CURR_DIM
- Data Action: 2 Seed Budget with Price, Disc & Rebate
- Story: Calc Discounts and Rebates (RESULT)

Calculate Gross Sales, Sales Discounts, and Rebates

Scenario

• In the previous steps, you calculated the implied rates based on the current year's Actuals and seeded them to the annual budget and year. We need to use those rates to generate Gross Sales and Sales Discounts and Rebates for the Annual Budget.

The Request

- With all the pieces in place, we must perform the calculations resulting in total Gross Sales, Sales Discounts, and Rebates.
- Write a data action that will accomplish this request in the most efficient manner possible.

- Model: SIMPLEFI_SALESPLAN_CURR_DIM
- Data Action: 3 Calc Gross Sales, Discounts, Rebates
- Story: Calc Discounts and Rebates (RESULT)

Calculate Depreciation

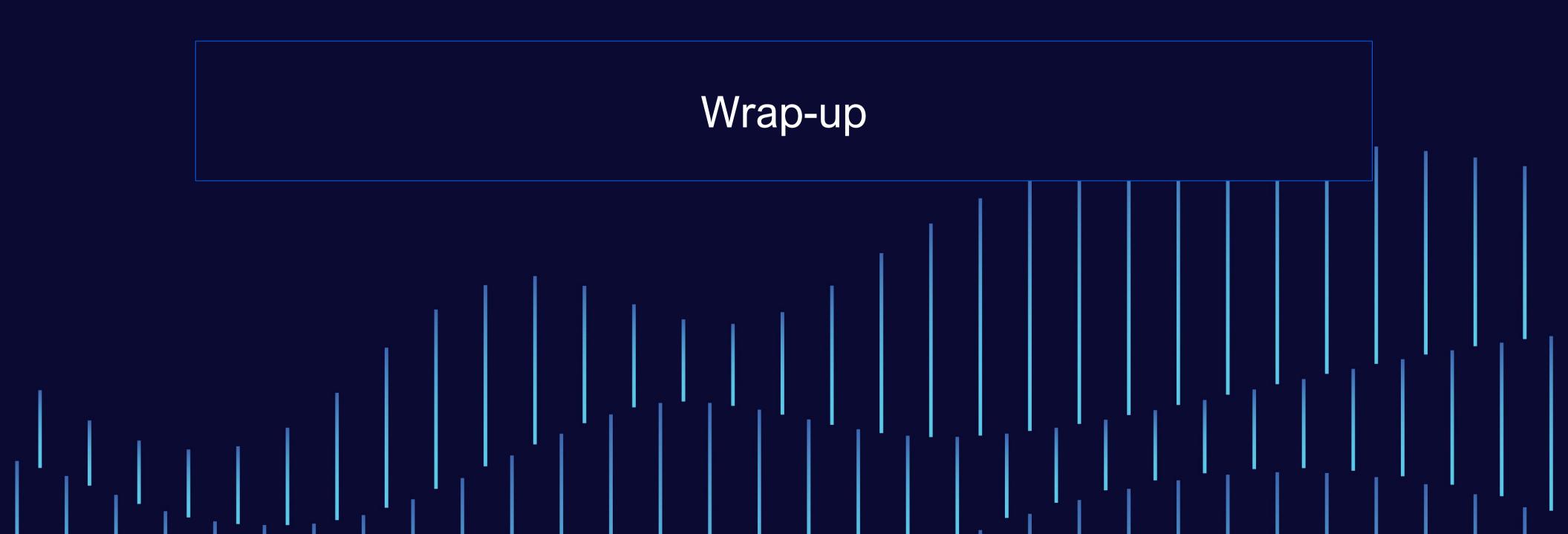
Scenario

- Nearly all organizations possess assets that are required to be depreciated in a particular manner to reflect their useful life most accurately to the company while matching the expense with any revenue produced by the asset.
- In the annual planning process, depreciation needs to be estimated, just as other expenses need to be estimated. However, depreciation expense can be determined accurately since all variables are available at the asset level to perform that estimate. In essence, a projection of the depreciation is rolled forward based on these factors:
 - The cost of the asset
 - The useful life of the asset (in this case, months)
 - The residual value of the asset (or net book value)
- These data points can be combined to perform a simple straight-line depreciation calculation, which will project the expense for the planning period.

The Request

You have been asked to use these details to produce a data action to perform these calculations. Be careful not to "over-depreciate" an asset beyond its residual value, which would result in overstating expenses.

- Model: Depreciation Calc Exercise
- Data Action: 4 Calc_Depreciation
- Story: Depreciation Calculation Exercise (RESULT)



Where to Find More Information

https://simplefisolutions.com/prepackagedsolutions/

PlainiFi Applications covering Enterprise Planning, Analytics and Financial Consolidation

https://simplefisolutions.com/seamless-planning/

Jason Reid, "Seemless Planning – How to Extend Your Planning & Analytics Across the Organization" (xP&A Expert, former SAP CoE lead).

https://simplefisolutions.com/financial-consolidation-with-sa/

Jason Reid, "Financial Consolidations with SAP – How to Leverage Analytics Cloud (SAC)" (xP&A Expert, former SAP CoE lead).

https://www.youtube.com/@simplefisolutionsllc6768

SimpleFi and PlaniFi YouTube Channel with great insights from experts into anything SAP Business Technology Platform

https://simplefisolutions.com/news-events

SimpleFi Webinars and Events

Key Points to Take Home

- Leverage your Excel Skills to master Calculations within your new SAP Analytics Cloud Environment
- Optimize Your SAP investments the solution is only as good as the content you use
- Strategize your Enterprise Planning process and consolidate into one platform for planning and reporting
- Accelerate your time to value with pre-packaged applications from THE experts in xP&A in the SAP Business Technology
 Platform ecosystem
- Win your market with the most effective xP&A Solution in the market SAP Technology and SimpleFi Applications

Thank you! Any questions?

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Please remember to complete your session evaluation.

SAPINSIDE

SAPINSIDER MEMBERSHIP MATTERS. YOU HAVE TO BE PART OF THE GLOBAL COMMUNITY.

