IBM Webinar

Super charge your applications with AI-infused forecasting and guided planning

June 2020





Planning Analytics Planning & Workflow in the labs

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UX Design

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UX Design

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Visual Design

Hybrid Cloud | Business Analytics







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e.g. Statements of strategy, competitive standing, etc.

"unmarked"

e.g. promotional material and content you will find in other public documents

Planning & Workflow directives

Focus on product value, not past products.

Focus on our primary persona, the budgeting & planning manager, and her end users, planning process participants.

Focus on pure cloud & self service.

Keep it simple.

Research

Customer interviews

G-Adventures, Compass Bank, McGraw Hill Education, Jabil, Plexus, McCoy's, iHeart Media

Competition

Anaplan, Adaptive Insights, Oracle Hyperion Planning, SAP, Host Analytics

Real world experience
Regions Bank, Met Life, Boeing, Nike, Bass
Pro Shops, Graybar































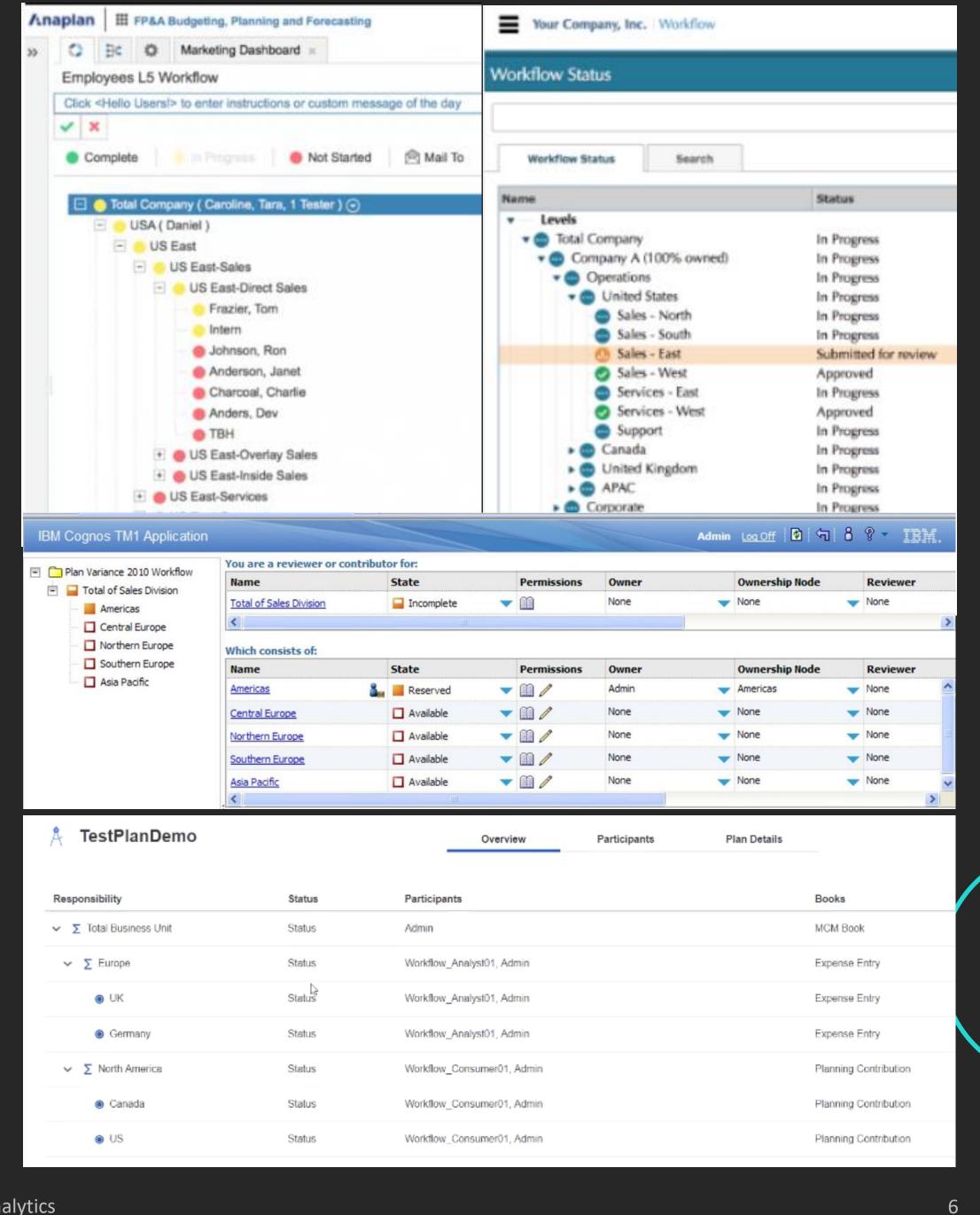
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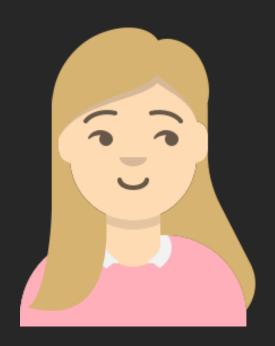


Legacy Workflow

- Traditional planning workflow capabilities offered by IBM and its competitors are centered on the organizational hierarchy
- Primary value of traditional workflow is in providing a submission, review, and approval hierarchy
- Organizational hierarchies are ineffective for tracking progress, often with 10s of thousands of elements
- Using a single dimension to assign responsibility is unrealistic and limiting
- TM1 database object security must still be implemented
- Organizational hierarchies are not reflective of the planning process



Meet Lisa and Michael...

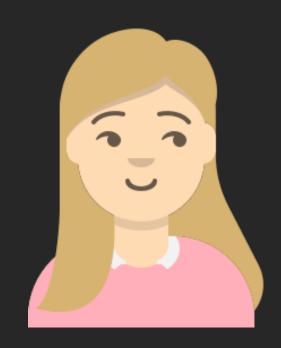


Lisa is a planning manager at Generic Company ABC. She oversees the company's annual budgeting process and monthly forecast process, which collects and aggregates the input of over 300 participants! The planning process produces a set of financial statements for the company, which the executive team uses to manage the business and make critically important decisions.



Michael is a financial analyst at Generic Company ABC. He is primarily responsible for supporting all of the financial reporting and analysis needs of his division's general manager. In essence, he's a mini CFO. One of his many responsibilities is providing the Sales department's budget and forecast information to headquarters.

...and their primary planning & workflow concerns.



How do I tell Michael what I need him to do?

How do I show him where to go?

How do I know when he's done?



What does Lisa need from me?

Where do I go to do it?

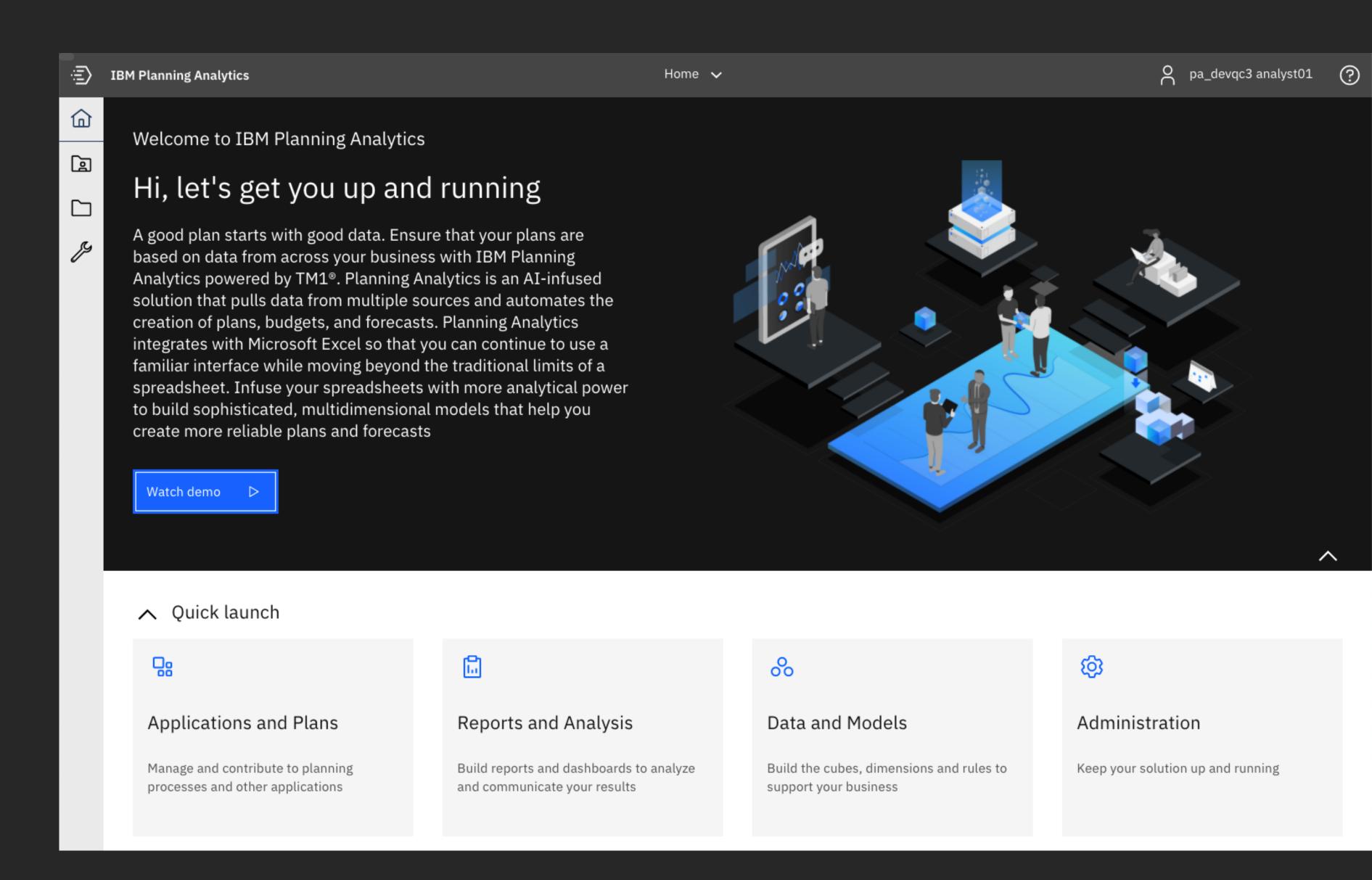
How do I let her know I'm done?

Creating a Plan in PA



Lisa
Planning Manager

Lisa logs in to PA and sees the new Plans icon on the banner. She clicks "Applications and Plans", followed by "Create a plan".



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Lisa Planning Manager

Lisa gives the new plan a name, description, and uploads an image to use as a logo.



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Lisa Planning Manager

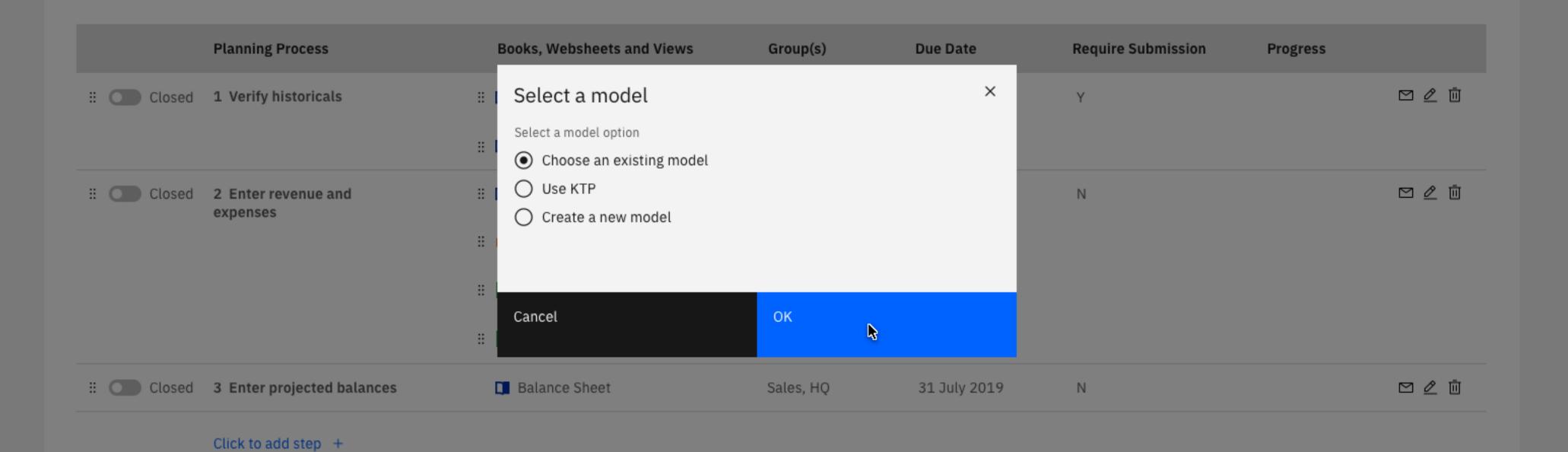
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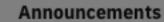


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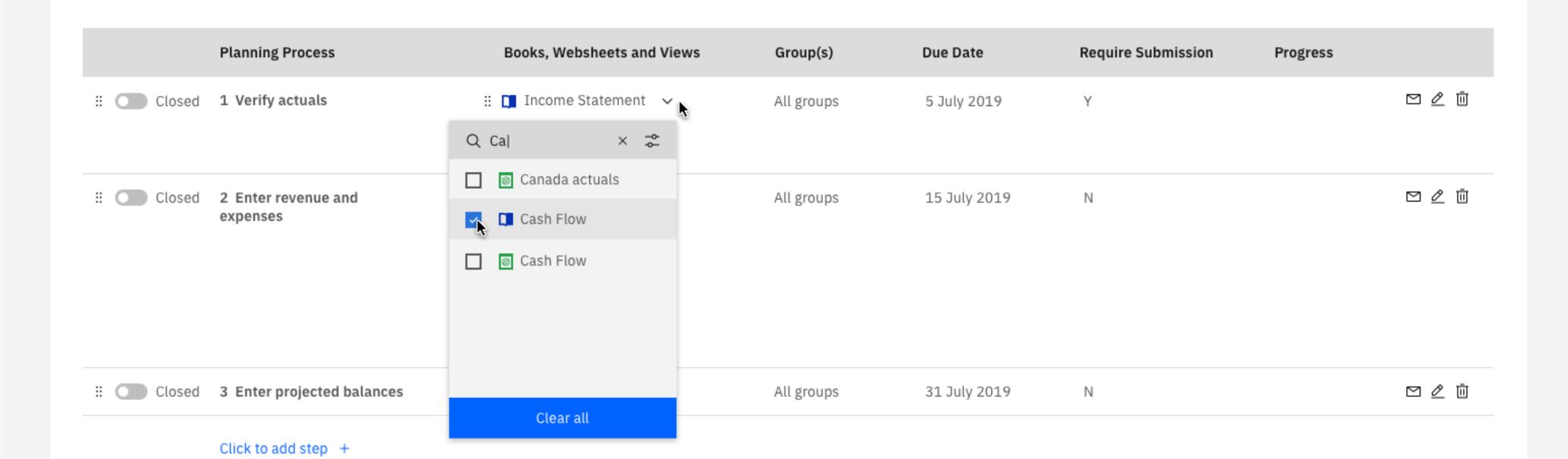
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Lisa Planning Manager

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Lisa

Planning Manager



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	Click to add step +					

Announcements

Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submi

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Lisa Planning Manager

Before opening the plan, she uses the Announcements feature to send a welcome message to all participants.

Participants will see the announcement the next time they enter the plan. Announcement posted.



This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is closed Open

Model: ABC Financials Manage model

35 days left

	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
∷ Closed	1 Verify actuals	:: Income Statement	All groups	5 July 2019	Υ		
		:: 🔲 Balance Sheet					
		:: Cash Flow					
:: Closed	2 Enter revenue and expenses	∷ ⇔ Sales	All groups	15 July 2019	N		
		∷ © COGS					
		∷ SG&A					
∷ Closed	3 Enter projected balances	■ Balance Sheet	All groups	31 July 2019	N		
:: Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ		
	Click to add step +						

Announcements

350 characters left Type your announcement here

2 Jul 2019

Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submit your data on time and check back here frequently for additional announcements.

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Lisa Planning Manager

She opens the plan by activating the first step in the process.



2020 Annual Operating Plan > :

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close

days left

Model: ABC Financials Manage model

	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
∷ Open	1 Verify actuals	∷ Income Statement	All groups	5 July 2019	Υ		
		∷ □ Balance Sheet					
		∷ Cash Flow					
# Closed	2 Enter revenue and expenses	∷ 💠 Sales	All groups	15 July 2019	N		
	•	∷ ⊚ COGS					
		∷ SG&A					
		∷ Income Statement					
∷ Closed	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N		
:: Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ		
	Click to add step +						

Announcements

Type your announcement here

350 characters left Make announcement

2 Jul 2019

Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submit your data on time and check back here frequently for additional announcements.





Lisa Planning Manager

She opens the plan by activating the first step the process.

This changes the step status to open and triggers an optional ema to be sent to all assigned groups.



2 Jul 2019

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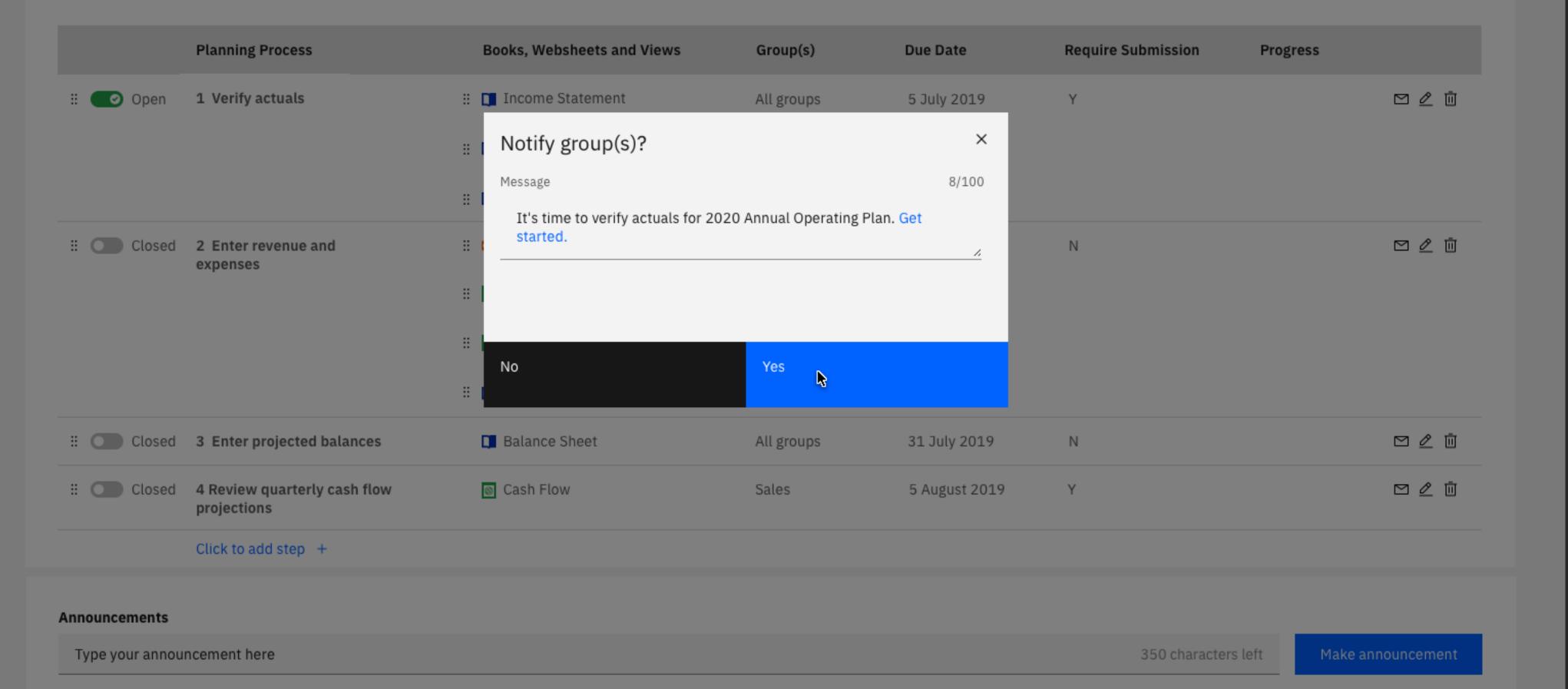
2020 Annual Operating Plan 🗸 🗄

back here frequently for additional announcements.

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close days left

Model: ABC Financials Manage model



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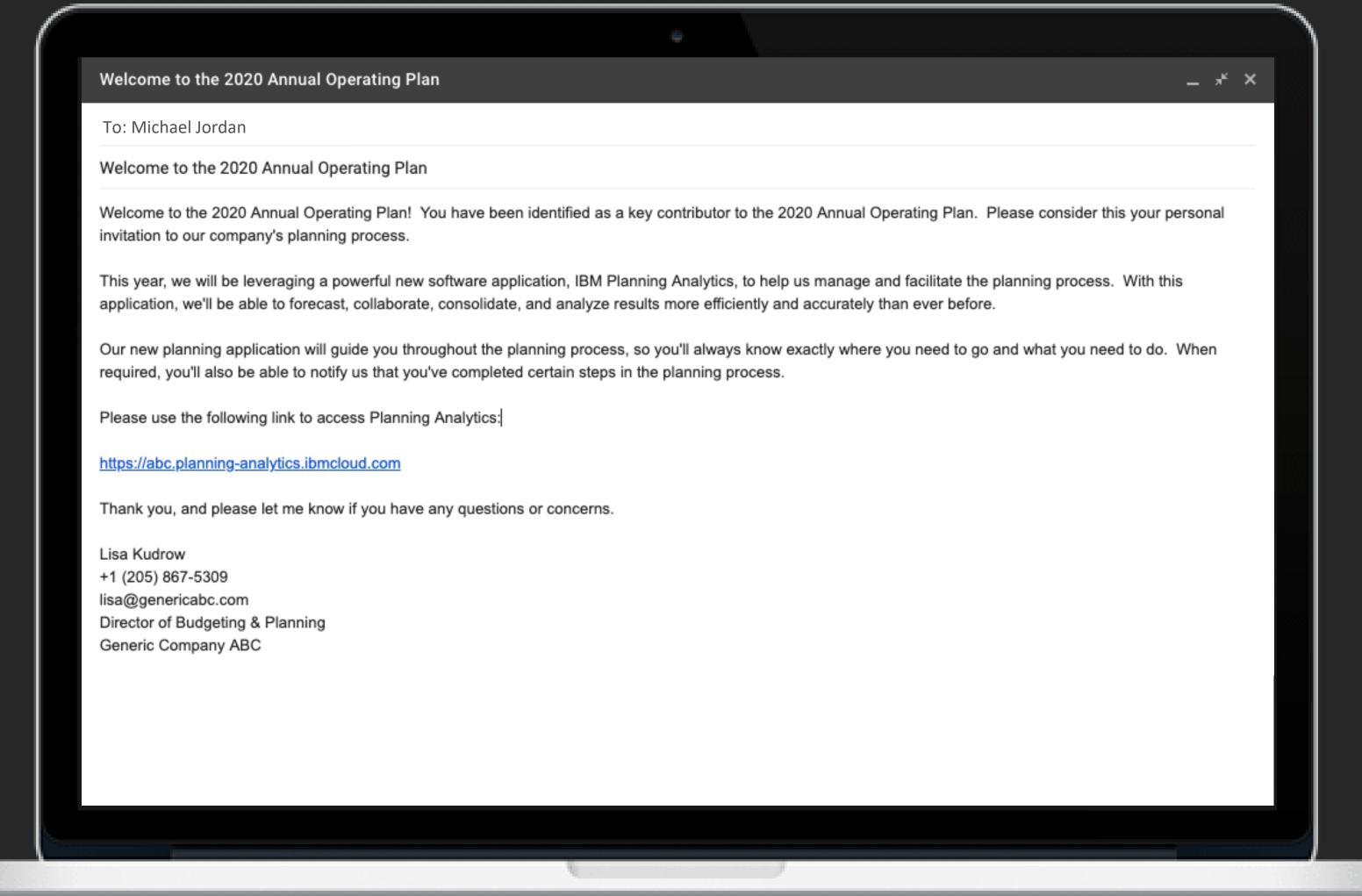
Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submit your data on time and check

Participating in a Plan



MichaelFinancial Analyst

Michael receives an email notification.



Michael Financial Analyst

He logs into PA and is taken to the first book he needs to input numbers into.

2020 Annual Operating Plan

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20 Jul 2019

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The first pass of the 2020 AOP is complete and is currently under review by executive management. We hope to begin a second pass in the next three days. You'll receive a notification when we reopen the plan.

Verify actuals

5 Jul 2019

Actuals through the month of August have been loaded . Please view each financial statments and submit after verifying.

- Income Statement
- Balance Sheet
- Cash Flow

Submit now

2. Enter revenue and 15 Jul 2019 expenses

- 😳 Sales
- COGS
- SG&A
- Income Statement
- 3. Enter projected balances 15 Jul 2019
 - Balance Sheet
- 4. Review quarterly cash 31 Aug 2019 flow projections
 - Cash Flow

REVENUE	2019		2020	2021		2022	2023
Gross Sales	\$ 200.00	\$	300.00	\$ 400.00	\$	500.00	\$ 600.00
Less Sales Returns and Allowances	\$ 10.00	\$	10.00	\$ 10.00	\$	10.00	\$ 12.00
NET SALES	\$ 190.00	\$	290.00	\$ 390.00	\$	490.00	\$ 588.00
COST OF SALES	2019		2020	2021		2022	2023
Beginning inventory	\$ 300.00	\$	310.00	\$	\$	330.00	\$ 340.00
Plus Goods Purchased or Manufactured	\$ 100.00	\$	120.00	\$ 140.00	\$	160.00	\$ 170.00
TOTAL GOODS AVAILABLE	\$ 400.00	\$	430.00	\$ 460.00	\$	490.00	\$ 510.00
Less ending inventory	\$ 200.00	\$	250.00	\$ 300.00	\$	350.00	\$ 350.00
TOTAL COST OF GOODS SOLD (COGS)	\$ 200.00	\$	180.00	\$ 160.00	\$	140.00	\$ 160.00
GROSS PROFIT (LOSS)	\$ (10.00)	\$	110.00	\$ 230.00	\$	350.00	\$ 428.00
OPERATING EXPENSES	2019		2020	2021		2022	2023
SELLING							
Salaries and Wages	\$ 30.00	\$	35.00	\$ 40.00	\$	45.00	\$ 50.00
Commissions	\$ 10.00	\$	20.00	\$ 30.00	\$	40.00	\$ 40.00
Advertising	\$ 10.00	\$	20.00	\$ 30.00	\$	40.00	\$ 40.00
Depreciation	\$ 20.00	\$	30.00	\$ 40.00	\$	50.00	\$ 50.00
Other (i.e. Professional Fees)	\$ 5.00	\$	6.00	\$ 7.00	\$	8.00	\$ 8.00
TOTAL SELLING EXPENSES	\$ 75.00	\$	111.00	\$ 147.00	\$	183.00	\$ 188.00
GENERAL AND ADMINISTRATION	2019		2020	2021		2022	2023
Salaries and Wages	\$ 7.00		8.00	9.00	\$	10.00	\$ 11.00
Employee Benefits	\$ 3.00	-	4.00	5.00	-	6.00	6.00

Deprecialion	4	20.00	4	30.00	Ψ	40.00	Ψ	30.00	Ψ	30.00
Other (i.e. Professional Fees)	\$	5.00	\$	6.00	\$	7.00	\$	8.00	\$	8.00
TOTAL SELLING EXPENSES	\$	75.00	\$	111.00	\$	147.00	\$	183.00	\$	188.0
GENERAL AND ADMINISTRATION		2019		2020		2021		2022		202
Salaries and Wages	\$	7.00	\$	8.00	\$	9.00	\$	10.00	\$	11.0
Employee Benefits	\$	3.00	\$	4.00	\$	5.00	\$	6.00	\$	6.0
Payroll Taxes	\$	1.00	\$	2.00	\$	3.00	\$	4.00	\$	4.0
Insurance	\$	5.00	\$	6.00	\$	7.00	\$	8.00	\$	8.0
Rent	\$	7.00	\$	8.00	\$	9.00	\$	10.00	\$	10.0
Utilities	\$	2.00	\$	3.00	\$	4.00	\$	5.00	\$	5.0
Depreciation and Amortization	\$	3.00	\$	4.00	\$	5.00	\$	6.00	\$	6.0
Office Supplies	\$	1.00	\$	2.00	\$	3.00	\$	4.00	\$	4.0
Travel and Entertainment	\$	6.00	\$	7.00	\$	8.00	\$	9.00	\$	9.0
Postage	\$	1.00	\$	2.00	\$	3.00	\$	4.00	\$	4.0
Equipment Maintenance and Rental	\$	2.00	\$	3.00	\$	4.00	\$	5.00	\$	5.0
Interest	\$	1.00	\$	2.00	\$	3.00	\$	4.00	\$	4.0
Furniture and Equipment	\$	4.00	\$	5.00	\$	6.00	\$	7.00	\$	7.0
OTAL GENERAL AND ADMINISTRATION EXPENSES	\$	43.00	\$	56.00	\$	69.00	\$	82.00	\$	83.0
TOTAL OPERATING EXPENSES	\$	118.00	\$	167.00	\$	216.00	\$	265.00	\$	271.0



Michael Financial Analyst

From the book, he can see all the steps he is responsible for and can navigate between books, views and web-sheets in this plan.

≡	雲 〉IBM Planning Analytics									
+	2020 Annual Operating Plan									
仚	ANNOUNCEMENTS									
⑤	20 Jul 2019 The first pass of the 2020 AOP is complete and is currently under review by executive management. We hope to begin a									
	second pass in the next three days. You'll receive a notification when we reopen the plan.									
Θ.										
&	■ 1. Verify actuals 5 Jul 201									
Ø	Actuals through the month of August have been loaded . Please view each financial statments and submit after verifying.									
	Income Statement									
	Balance Sheet									
	Cash Flow									
	Submit now									

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E	ANNOUNCEMENTS
The und sec	Jul 2019 first pass of the 2020 AOP is complete and is currently er review by executive management. We hope to begin a and pass in the next three days. You'll receive a fication when we reopen the plan.
	1. Verify actuals 5 Jul 2019
	Actuals through the month of August have been loaded . Please view each financial statments and submit after verifying.
	Income Statement
	■ Balance Sheet
	Cash Flow
	Submit now
0	2. Enter revenue and 15 Jul 2019 expenses
	Sales
	SG&A
	Income Statement
\bigcirc	3. Enter projected balances 15 Jul 2019
	■ Balance Sheet
\circ	4. Review quarterly cash 31 Aug 2019 flow projections
	_
	Cash Flow

TOTAL OPERATING EXPENSES

REVENUE		2019	2020		2021		2022	202
Gross Sales	\$	200.00	\$ 300.00	\$	400.00	\$	500.00	\$ 600.00
Less Sales Returns and Allowances	\$	10.00	\$ 10.00	\$	10.00	\$	10.00	\$ 12.00
NET SALES	\$	190.00	\$ 290.00	\$	390.00	\$	490.00	\$ 588.00
COST OF SALES		2019	2020		2021		2022	202
Beginning inventory		300.00	\$	\$		\$		\$ 340.00
Plus Goods Purchased or Manufactured	\$ \$	100.00	\$ 120.00	\$	140.00	\$	160.00	\$ 170.0
TOTAL GOODS AVAILABLE	\$	400.00	\$ 430.00	s	460.00	\$	490.00	\$ 510.0
Less ending inventory	\$	200.00	\$ 250.00	\$	300.00	\$	350.00	\$ 350.0
TOTAL COST OF GOODS SOLD (COGS)	\$	200.00	\$ 180.00	\$		\$		\$ 160.0
GROSS PROFIT (LOSS)	\$	(10.00)	\$ 110.00	\$	230.00	\$	350.00	\$ 428.0
OPERATING EXPENSES		2019	2020		2021		2022	20
SELLING								
Salaries and Wages	\$	30.00	\$	\$	40.00	-		\$ 50.0
Commissions	\$	10.00	\$ 20.00	\$	30.00	\$	40.00	\$ 40.0
Advertising	\$	10.00	\$ 20.00	\$		\$	40.00	\$ 40.0
Depreciation	\$	20.00	\$ 30.00	\$	40.00	-	50.00	\$ 50.0
Other (i.e. Professional Fees)	\$	5.00	\$ 6.00	\$		\$	8.00	\$ 8.0
TOTAL SELLING EXPENSES	\$	75.00	\$ 111.00	\$	147.00	\$	183.00	\$ 188.0
GENERAL AND ADMINISTRATION		2019	2020		2021		2022	20:
Salaries and Wages	\$	7.00	\$ 8.00	\$	9.00	\$	10.00	\$ 11.0
Employee Benefits	\$	3.00	\$ 4.00	\$	5.00	\$	6.00	\$ 6.0
Payroll Taxes	\$	1.00	\$ 2.00	\$	3.00	\$	4.00	\$ 4.0
Insurance	\$	5.00	\$ 6.00	\$	7.00	\$	8.00	\$ 8.0
Rent	\$	7.00	\$ 8.00	\$	9.00	\$	10.00	\$ 10.0
Utilities	\$	2.00	\$ 3.00	\$	4.00	\$	5.00	\$ 5.0
Depreciation and Amortization	\$	3.00	\$ 4.00	\$	5.00	\$	6.00	\$ 6.0
Office Supplies	\$	1.00	\$ 2.00	\$	3.00	\$	4.00	\$ 4.0
Travel and Entertainment	\$	6.00	\$ 7.00	\$	8.00	\$	9.00	\$ 9.0
Postage	\$	1.00	\$ 2.00	\$	3.00	\$	4.00	\$ 4.0
Equipment Maintenance and Rental	\$	2.00	\$ 3.00	\$	4.00	\$	5.00	\$ 5.0
Interest	\$	1.00	\$ 2.00	\$	3.00	\$	4.00	\$ 4.0
Furniture and Equipment	\$	4.00	\$ 5.00	\$	6.00	\$	7.00	\$ 7.0
TOTAL GENERAL AND ADMINISTRATION EXPENSES	\$	43.00	\$ 56.00	\$	69.00	\$	82.00	\$ 83.0

\$ 118.00 \$ 167.00 \$ 216.00 \$ 265.00 \$

271.00



TOTAL OPERATING EXPENSES

2021

400.00 \$

10.00 \$

390.00 \$

2021

320.00 \$

140.00 \$

460.00 \$

300.00 \$

160.00 \$

230.00 \$

2021

40.00 \$

30.00 \$

30.00 \$

40.00 \$

7.00 \$

147.00 \$

2021

9.00 \$

5.00 \$

3.00 \$

7.00 \$

9.00 \$

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69.00 \$

\$ 118.00 \$ 167.00 \$ 216.00 \$ 265.00 \$ 271.00

2022

500.00 \$

10.00 \$

490.00 \$

2022

330.00 \$

160.00 \$

490.00 \$

350.00 \$

140.00 \$

350.00 \$

2022

45.00 \$

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2023

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2023

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2023

50.00

40.00

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50.00

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2023

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6.00

4.00

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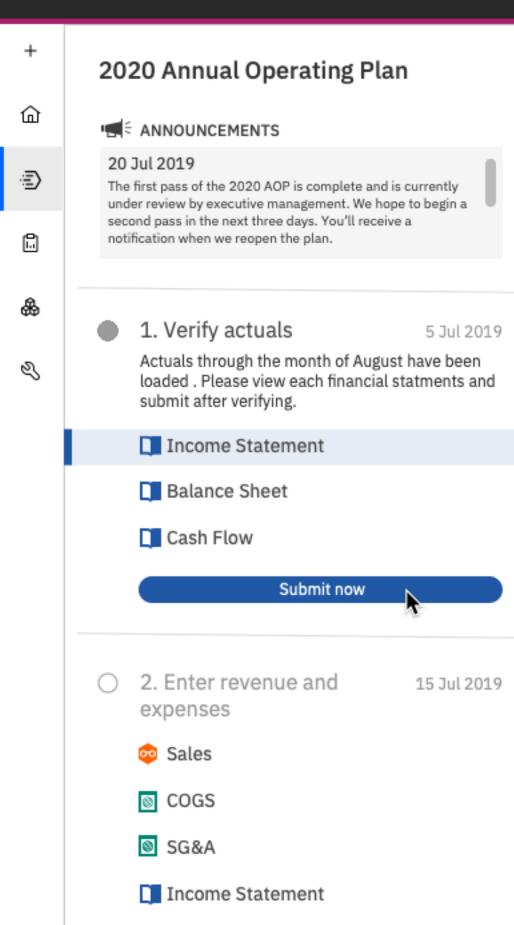
7.00

83.00

188.00

Michael Financial Analyst

When he is done, he is ready to make a submission.



3. Enter projected balances 15 Jul 2019

4. Review quarterly cash 31 Aug 2019

Balance Sheet

flow projections

Cash Flow

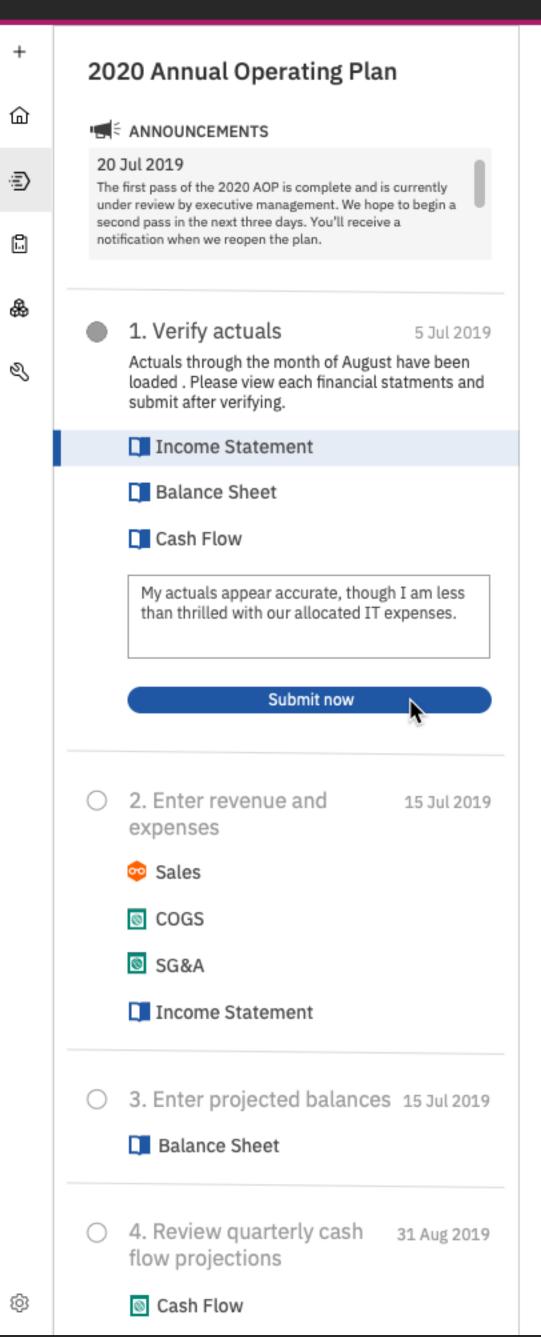
REVENUE		2019		2020	
Gross Sales	\$	200.00	\$	300.00	\$
Less Sales Returns and Allowances	\$	10.00	\$	10.00	\$
NET SALES	\$	190.00	\$	290.00	\$
COST OF SALES		2019		2020	
Beginning inventory	\$	300.00	\$	310.00	\$
Plus Goods Purchased or Manufactured	\$	100.00	\$	120.00	\$
TOTAL GOODS AVAILABLE	\$	400.00	\$	430.00	\$
Less ending inventory	\$	200.00	\$	250.00	\$
TOTAL COST OF GOODS SOLD (COGS)	\$	200.00	\$	180.00	\$
GROSS PROFIT (LOSS)	\$	(10.00)	\$	110.00	\$
OPERATING EXPENSES		2019		2020	
SELLING		2017		2020	
Salaries and Wages	s	30.00	\$	35.00	\$
Commissions	\$	10.00	s	20.00	\$
Advertising	\$	10.00	\$	20.00	\$
Depreciation	\$	20.00	\$	30.00	\$
Other (i.e. Professional Fees)	\$	5.00	\$	6.00	\$
TOTAL SELLING EXPENSES	\$	75.00	\$	111.00	5
			•		•
GENERAL AND ADMINISTRATION		2019		2020	
Salarles and Wages	\$	7.00	\$	8.00	\$
Employee Benefits	\$	3.00	\$	4.00	\$
Payroll Taxes	\$	1.00	\$	2.00	\$
Insurance	\$	5.00	\$	6.00	\$
Rent	\$	7.00	\$	8.00	\$
Utilities	\$	2.00	\$	3.00	\$
Depreciation and Amortization	\$	3.00	\$	4.00	\$
Office Supplies	\$	1.00	\$	2.00	\$
Travel and Entertainment	\$	6.00	\$	7.00	\$
Postage	\$	1.00	\$	2.00	\$
Equipment Maintenance and Rental	\$	2.00	\$	3.00	\$
Interest	\$	1.00	\$	2.00	\$
Furniture and Equipment	\$	4.00	\$	5.00	\$
TOTAL GENERAL AND ADMINISTRATION EXPENSES	\$	43.00	\$	56.00	\$

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Michael Financial Analyst

He adds a note along with his submission and hits the submit button.



REVENUE	2019	2020	2021	2022	202
Gross Sales	\$ 200.00	\$ 300.00	\$ 400.00	\$ 500.00	\$ 600.00
Less Sales Returns and Allowances	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 12.00
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TOTAL COST OF GOODS SOLD (COGS)	\$ 200.00	\$ 180.00	\$ 160.00	\$ 140.00	\$ 160.0
GROSS PROFIT (LOSS)	\$ (10.00)	\$ 110.00	\$ 230.00	\$ 350.00	\$ 428.0

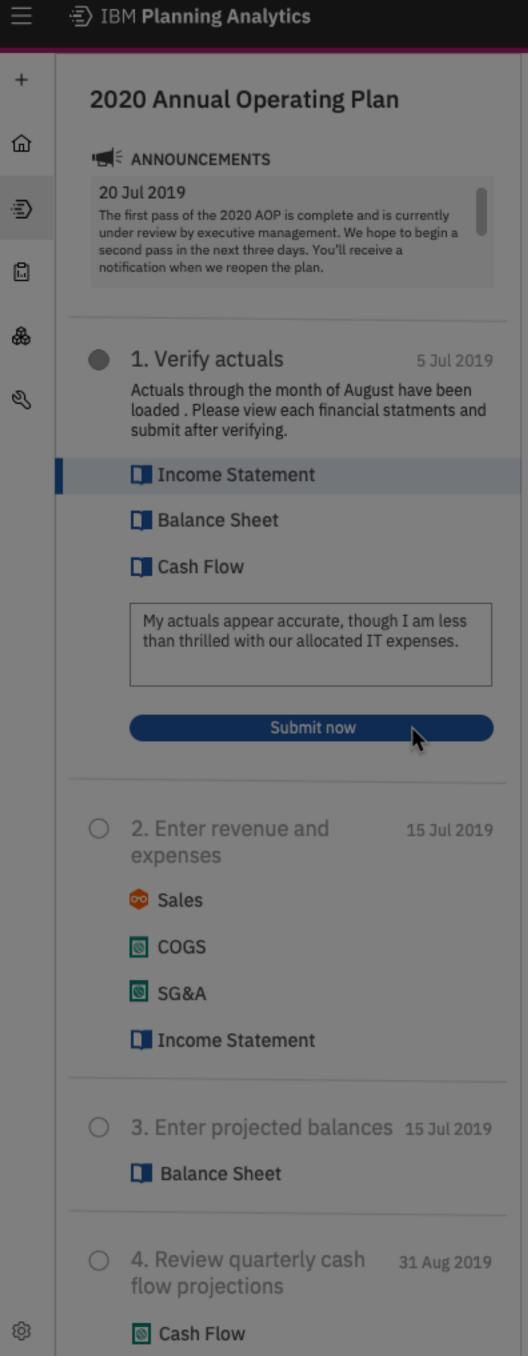
OPERATING EXPENSES	2019	2020	2021	2022	202
SELLING	20.00	25.00	10.00	45.00	50.0
Salaries and Wages	\$ 30.00	\$ 35.00	\$ 40.00	\$ 45.00	\$ 50.0
Commissions	\$ 10.00	\$ 20.00	\$ 30.00	\$ 40.00	\$ 40.0
Advertising	\$ 10.00	\$ 20.00	\$ 30.00	\$ 40.00	\$ 40.0
Depreciation	\$ 20.00	\$ 30.00	\$ 40.00	\$ 50.00	\$ 50.0
Other (i.e. Professional Fees)	\$ 5.00	\$ 6.00	\$ 7.00	\$ 8.00	\$ 8.0
TOTAL SELLING EXPENSES	\$ 75.00	\$ 111.00	\$ 147.00	\$ 183.00	\$ 188.0
GENERAL AND ADMINISTRATION	2019	2020	2021	2022	20:
Salaries and Wages	\$ 7.00	\$ 8.00	\$ 9.00	\$ 10.00	\$ 11.0
Employee Benefits	\$ 3.00	\$ 4.00	\$ 5.00	\$ 6.00	\$ 6.0
Payroll Taxes	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.0
Insurance	\$ 5.00	\$ 6.00	\$ 7.00	\$ 8.00	\$ 8.0
Rent	\$ 7.00	\$ 8.00	\$ 9.00	\$ 10.00	\$ 10.0
Utilities	\$ 2.00	\$ 3.00	\$ 4.00	\$ 5.00	\$ 5.0
Depreciation and Amortization	\$ 3.00	\$ 4.00	\$ 5.00	\$ 6.00	\$ 6.0
Office Supplies	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.0
Travel and Entertainment	\$ 6.00	\$ 7.00	\$ 8.00	\$ 9.00	\$ 9.0
Postage	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.0
Equipment Maintenance and Rental	\$ 2.00	\$ 3.00	\$ 4.00	\$ 5.00	\$ 5.0
Interest	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.0
Furniture and Equipment	\$ 4.00	\$ 5.00	\$ 6.00	\$ 7.00	\$ 7.0
TOTAL GENERAL AND ADMINISTRATION EXPENSES	\$ 43.00	\$ 56.00	\$ 69.00	\$ 82.00	\$ 83.0
TOTAL OPERATING EXPENSES	\$ 118.00	\$ 167.00	\$ 216.00	\$ 265.00	\$ 271.0

TOTAL OPERATING EXPENSES



Michael Financial Analyst

He gets a confirmation pop-up asking if he is sure to submit on behalf of his group. He submits!



REVENUE		2019		2020		2021		2022		20
Gross Sales	\$	200.00	\$	300.00	\$	400.00	\$	500.00	\$	600.
Less Sales Returns and Allowances	\$	10.00	\$	10.00	\$	10.00	\$	10.00	\$	12.
NET SALES	\$	190.00	\$	290.00	\$	390.00	\$	490.00	\$	588.
COST OF SALES		2019		2020		2021		2022		2
Beginning inventory	\$	300.00	s	310.00	s	320.00	s	330.00	s	340.
Plus Goods Purchased or Manufactured	s		\$	120.00	\$	140.00	s	160.00	\$	170
TOTAL GOODS AVAILABLE	\$		\$	430.00	\$	460.00	\$		\$	510
	\$	200.00	\$	250.00	\$	300.00	\$	350.00	\$	350
Less ending inventory	_							140.00	÷	160
TOTAL COST OF GOODS SOLD (COGS)	\$	200.00	\$	180.00	\$	160.00	\$	140.00	\$	160
GROSS PROFIT (LOSS)	\$	(10.00)	\$	110.00	\$	230.00	\$	350.00	\$	428
OPERATING EX					-		-			2
SELLING Are you sure?								×		-
Salaries and									s	50
Vou are submitting o	n bel	half of th	ne Sa	ales gro	up.	Are you	sure	,	Š	
Commission Tou are submitting of	11 00	110001 01 01				, ,				40
about this action?		1000 01 0				, o you .			5	
Advertising about this action?				8		, o you .			\$	40
Advertising about this action? Depreciatio				8					\$ \$	40 50
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Advertising about this action? Depreciatio				es, submi						40 50
about this action? Depreciatio Other (i.e.) TOTAL SELLING E Cancel		2019		es, subm	it!	2021		2022	\$	40 50 8 188
about this action? Depreciatio Other (i.e.) TOTAL SELLING E Cancel	\$			es, submi	it!		\$	2022	\$	40 50 8 188
about this action? Depredatio Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION		2019	Y	es, submi	it!	2021		2022	\$	40 50 8
Advertising about this action? Depreciatio Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages	\$	2019 7.00	Y (es, submi	it!	2021 9.00	\$	2022 10.00 6.00	\$ \$	40 50 8 188 2
Advertising about this action? Depreciatio Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits	\$ \$	2019 7.00 3.00	\$ \$	es, submi 2020 8.00 4.00	it!	2021 9.00 5.00	\$ \$	2022 10.00 6.00 4.00	\$ \$	40 50 8 188 2 11
about this action? Depreciatio Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes	\$ \$ \$	2019 7.00 3.00 1.00 5.00	\$ \$ \$ \$	es, submi 2020 8.00 4.00 2.00	s	2021 9.00 5.00 3.00	\$ \$ \$	2022 10.00 6.00 4.00 8.00	\$ \$ \$ \$	40 50 8 188 2 11 6 4
about this action? Depreciatio Other (i.e. TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance	\$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00	\$ \$ \$ \$ \$	es, submi 2020 8.00 4.00 2.00 6.00	s	2021 9.00 5.00 3.00 7.00	\$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00	\$ \$ \$ \$ \$	40 50 8 188 2 11 6 4 8
Advertising Depreciatio Other (i.e. TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance Rent	\$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00	\$ \$ \$ \$ \$	es, submi 2020 8.00 4.00 2.00 6.00 8.00	s s s s	2021 9.00 5.00 3.00 7.00 9.00	\$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00	\$ \$ \$ \$ \$ \$	40 50 8 188 111 6 4 8 10
Advertising Depreciatio Other (i.e.) TOTAL SELLING E GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance Rent Utilities	\$ \$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00 2.00	\$ \$ \$ \$ \$	es, submi 2020 8.00 4.00 2.00 6.00 8.00 3.00	s	2021 9.00 5.00 3.00 7.00 9.00 4.00	\$ \$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00	\$ \$ \$ \$ \$ \$ \$	40 50 8 188 2 11 6
about this action? Depreciation Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance Rent Utilities Depreciation and Amortization	\$ \$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00 2.00 3.00	\$ \$ \$ \$ \$ \$	es, submi 2020 8.00 4.00 2.00 6.00 8.00 3.00 4.00	\$ \$ \$ \$ \$ \$ \$	2021 9.00 5.00 3.00 7.00 9.00 4.00 5.00 3.00	\$ \$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00 6.00 4.00	\$ \$ \$ \$ \$ \$ \$	40 50 8 188 11 6 4 8 10 5 6
about this action? Depreciation Other (i.e. bother (i.e.	\$ \$ \$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00 2.00 3.00 1.00	\$ \$ \$ \$ \$ \$ \$ \$	es, submit 2020 8.00 4.00 2.00 6.00 8.00 4.00 2.00	s	2021 9.00 5.00 3.00 7.00 9.00 4.00 5.00 3.00	\$ \$ \$ \$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00 6.00 4.00 9.00	\$ \$ \$ \$ \$ \$ \$	40 50 8 188 11 6 4 8 10 5
Advertising Depreciatio Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance Rent Utilities Depreciation and Amortization Office Supplies Travel and Entertainment	\$ \$ \$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00 2.00 3.00 1.00 6.00 1.00	\$ \$ \$ \$ \$ \$ \$ \$	es, submit 2020 8.00 4.00 2.00 6.00 8.00 4.00 2.00 7.00	it!	2021 9.00 5.00 3.00 7.00 9.00 4.00 5.00 3.00 8.00	\$ \$ \$ \$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00 6.00 4.00 9.00 4.00	\$ \$ \$ \$ \$ \$ \$ \$	40 50 8 188 11 6 4 8 10 5 6 4
Advertising Depreciatio Other (i.e.) TOTAL SELLING E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance Rent Utilities Depreciation and Amortization Office Supplies Travel and Entertainment Postage	\$ \$ \$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00 2.00 3.00 1.00 6.00 1.00 2.00	\$ \$ \$ \$ \$ \$ \$ \$ \$	es, submit 2020 8.00 4.00 2.00 6.00 8.00 3.00 4.00 2.00 7.00 2.00 3.00	it! \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2021 9.00 5.00 3.00 7.00 9.00 4.00 5.00 3.00 8.00 3.00 4.00	\$ \$ \$ \$ \$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00 4.00 9.00 4.00 5.00	\$ \$ \$ \$ \$ \$ \$ \$ \$	40 50 8 188 111 6 4 8 10 5 6 4 9 4 5
about this action? Depreciation Other (i.e. Intotal Selling E Cancel GENERAL AND ADMINISTRATION Salaries and Wages Employee Benefits Payroll Taxes Insurance Rent Utilities Depreciation and Amortization Office Supplies Travel and Entertainment Postage Equipment Maintenance and Rental	\$ \$ \$ \$ \$ \$ \$	2019 7.00 3.00 1.00 5.00 7.00 2.00 3.00 1.00 6.00 1.00 2.00	\$ \$ \$ \$ \$ \$ \$ \$ \$	es, submit 2020 8.00 4.00 2.00 6.00 8.00 3.00 4.00 2.00 7.00 2.00 3.00	it! \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9.00 5.00 3.00 7.00 9.00 4.00 5.00 3.00 8.00 3.00 4.00	\$ \$ \$ \$ \$ \$ \$ \$	2022 10.00 6.00 4.00 8.00 10.00 5.00 4.00 9.00 4.00 5.00 4.00	\$ \$ \$ \$ \$ \$ \$ \$ \$	40 50 8 188 11 6 4 8 10 5 6 4

\$ 118.00 \$ 167.00 \$ 216.00 \$ 265.00 \$ 271.00



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Lisa Planning Manager

Lisa monitors the plan periodically.

She can see the progress for step 1 is 100%



2020 Annual Operating Plan 🗸 🗄

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close

Model: ABC Financials Manage model

days left

	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
ii Open	1 Verify actuals		All groups	5 July 2019	Υ	100%	
		∷ □ Balance Sheet					
		∷ Cash Flow					
# Closed	2 Enter revenue and expenses	∷ 🀽 Sales	All groups	15 July 2019	N		
		∷ S COGS					
		∷ SG&A					
∷ Closed	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N		
:: Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ		
	Click to add step +						

Announcements

Type your announcement here

350 characters left

Make announcement

2 Jul 2019

Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submit your data on time and check back here frequently for additional announcements.

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Lisa Planning Manager

She closes the first step...



2020 Annual Operating Plan > :

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Plan is open Close

Model: ABC Financials Manage model

days left

	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
∷ Closed	1 Verify actuals	∷ Income Statement	All groups	5 July 2019	Υ	100%	
		∷ □ Balance Sheet					
		∷ Cash Flow					
∷ Closed	2 Enter revenue and expenses	∷ 🄯 Sales	All groups	15 July 2019	N		
		∷ ⊚ COGS					
		∷ SG&A					
		∷ Income Statement					
∷ Closed	3 Enter projected balances	■ Balance Sheet	All groups	31 July 2019	N		
∷ Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ		
	Click to add step +						

Announcements

Type your announcement here

350 characters left

Make announcement

2 Jul 2019

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Lisa Planning Manager

...and opens the second step.



2020 Annual Operating Plan 🗸 :

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Plan is open Close

Model: ABC Financials Manage model

days left

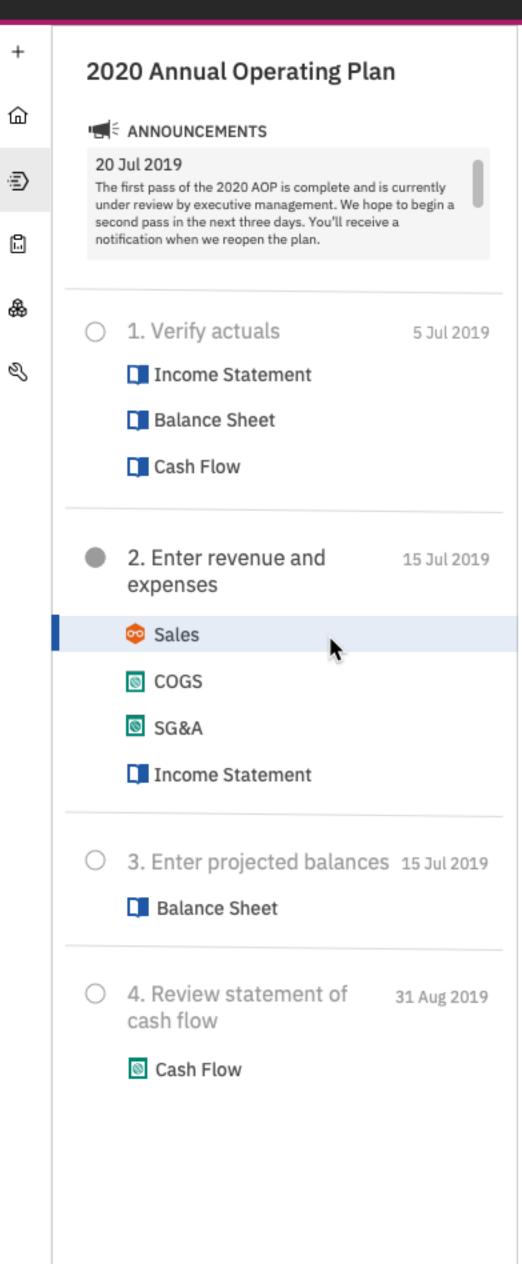
	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress
Closed	1 Verify actuals		All groups	5 July 2019	Υ	100%
		∷ ■ Balance Sheet				
		∷ Cash Flow				
Open	2 Enter revenue and expenses	∷ 🌼 Sales	All groups	15 July 2019	N	
	•	∷ © COGS				
		∷ SG&A				
		II Income Statement				
Closed	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N	
Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ	
	Click to add step +					
ouncements						
	ncement here				350 character	rs left Make announcement



Michael Financial Analyst

Michael - step 2

Step one has been marked complete and he has moved on to step 2 with Sales View open.





Selection		Selection							
=	Jul	Aug	Sep	→ 3 Quarter	Oct	Nov	Dec	● 4 Quarter	→ Year
L Series 1.6 L Convertible	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 1.6 L Sedan	(\$5,573)	(\$5,768)	(\$8,229)	(\$19,571)	(\$9,596)	(\$8,412)	(\$7,854)	(\$25,862)	(\$65,031)
L Series 1.8 L Convertible	\$0	\$0	(\$123)	(\$123)	(\$123)	(\$62)	\$0	(\$185)	(\$309)
L Series 1.8 L Sedan	(\$725)	(\$626)	(\$984)	(\$2,335)	(\$967)	(\$1,036)	(\$796)	(\$2,798)	(\$17,498)
L Series 1.8 L Wagon	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 1.8 L Wagon 4WD	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 2.0 L Convertible	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 2.0 L Sedan	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 2.0 L Wagon	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 2.0 L Wagon 4WD	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 2.5 L Convertible	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
L Series 2.5 L Sedan	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
S Series 1.8 L Sedan	\$5,750	\$6,250	\$8,149	\$20,149	\$9,200	\$8,500	\$6,794	\$24,494	\$89,506
S Series 1.8 L Wagon	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
S Series 2.0 L Sedan	\$5,524	\$5,116	\$7,724	\$18,364	\$7,894	\$8,445	\$6,142	\$22,481	\$82,809
S Series 2.0 L Wagon	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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Michael Financial Analyst

Michael - step 3

After completing step 2, he moves onto step 3. Like step2, this step doesn't require submission as well.

20	20 Annual Operating Pl	an
•	ANNOUNCEMENTS	
The und sec	Jul 2019 first pass of the 2020 AOP is complete an ler review by executive management. We hond pass in the next three days. You'll receification when we reopen the plan.	ope to begin a
0	1. Verify actuals	5 Jul 2019
	Income Statement	
	Balance Sheet	
	Cash Flow	
0	2. Enter revenue and expenses	15 Jul 2019
	🔯 Sales	
	SG&A	
	Income Statement	
•	3. Enter projected balanc	es 15 Jul 2019
	Balance Sheet	
0	4. Review statement of cash flow	31 Aug 2019
	Cash Flow	

ASSETS	REGISTRANT HISTORICAL	ACQUIREE HISTORICAL	PRO FORMA ADJUSTMENT	NOTES	PRO FORMA COMBINED
Cash and Cash Equivalents	\$ 200.00	\$ 300.00	\$ 400.00	а	\$ 600.00
Accounts Receivable, Net	\$ 20.00	\$ 10.00	\$ 10.00	а	\$ 12.00
Other Current Assets	\$ (300.00)				
TOTAL CURRENT ASSETS	\$ (80.00)	\$ 310.00	\$ 410.00		\$ 612.00
Property and Equipment, Net	\$ 200.00	\$ 400.00	\$ 500.00	b	\$ 700.00
Goodwill	\$ 34.00	\$ 56.00	\$ 78.00	b	\$ 120.00
Intangible Assets, Net	\$ 4.00	\$ 45.00			\$ 12.00
TOTAL ASSETS	\$ 158.00	\$ 811.00	\$ 988.00		\$ 1,444.00
	REGISTRANT	ACQUIREE	PRO FORMA		PRO FORMA

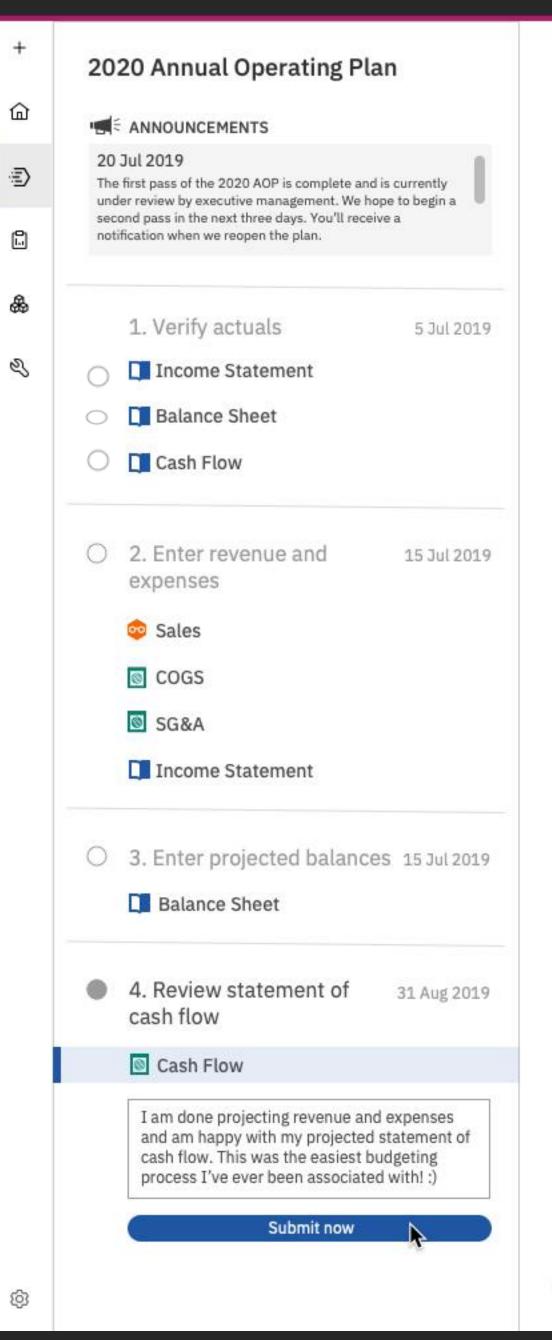
LIABILITIES	REGISTRANT HISTORICAL	ACQUIREE HISTORICAL	PRO FORMA ADJUSTMENT	NOTES	PRO FORMA COMBINED
Accounts Payable	\$ 45.00	\$ 56.00	\$ 54.00	а	\$ 78.00
Accrued Liabilities and Other Current Liabilities	\$ 30.00	\$ 35.00	\$ 40.00	b	\$ 50.00
TOTAL CURRENT LIABILITIES	\$ 75.00	\$ 91.00	\$ 94.00		\$ 128.00
Long-Term Debt	\$ 45.00	\$ 34.00	\$ 45.00		\$ 67.00
TOTAL LIABILITIES	\$ 120.00	\$ 125.00	\$ 139.00		\$ 195.00
Total Shareholder's Equity	\$ 3.00	\$ 4.00	\$ 5.00		\$ 6.00
TOTAL LIABILITIES & SHAREHOLDER'S EQUITY	\$ 123.00	\$ 129.00	\$ 144.00		\$ 201.00



Michael Financial Analyst

Michael - step 4

After completing the final step that requires submission, he types a note.



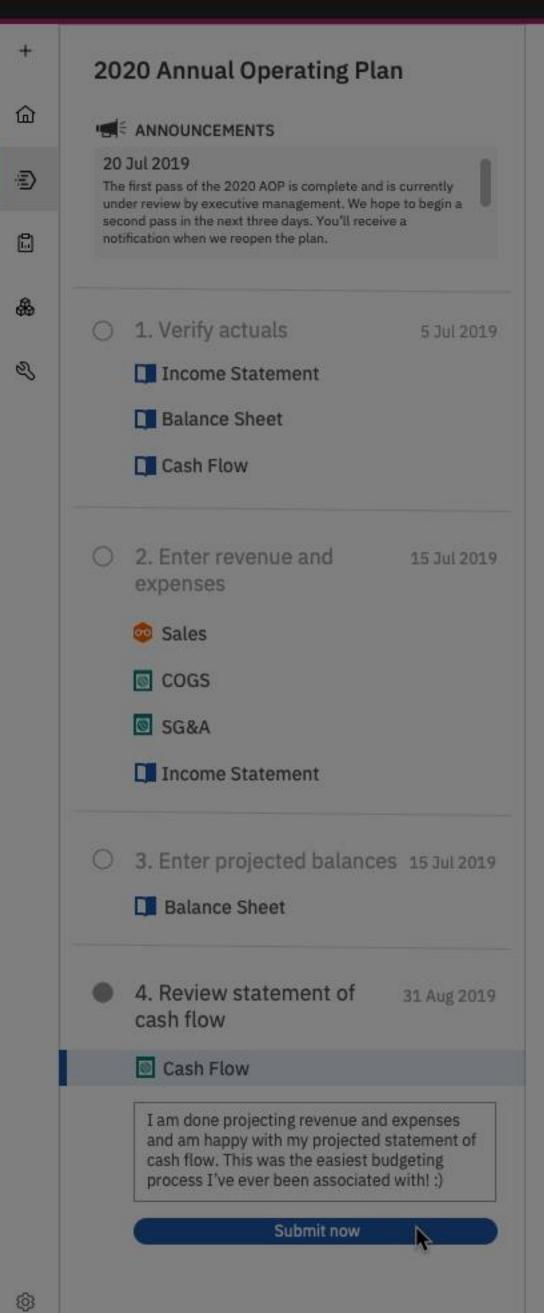
QUARTERLY CASH FLOW PROJECTIONS

			JANUARY			FEBRUARY			MARCH		
	ESTIMAT	TE	ACTUAL	VARIANCE	ESTIMATE	ACTUAL	VARIANCE	ESTIMATE	ACTUAL	VARI	ANCE
BEGINNING BALANCE CASH ON HAND	\$	- \$		\$.	\$.	\$. \$	\$	- \$. \$	
(+) CASH RECEIPTS	6.										
CASH SALES	\$	- \$	-	\$ -	\$ -	\$	- \$. \$	- \$	- \$	3
CUSTOMER ACCOUNT COLLECTIONS	\$	- \$		\$.	\$ -	5	- 5	. \$	- 5	- \$	- 9
LOAN / CASH INJECTION	\$	- \$		\$ -	\$ -	\$	- \$. \$	- \$	- \$	
INTEREST INCOME	\$. \$	-	\$ -	\$ -	\$	- \$. \$	- \$	- \$	
TAX REFUND	\$	- \$	-	5 -	\$ -	5	- \$. \$	- \$	- 5	
OTHER CASH RECEIPTS	\$	- \$		5 -	\$ -	\$. 5	. \$	- \$. 5	
OTHER	\$	- \$	-	5 -	\$ -	\$	- \$. \$	- 5	- \$	
OTHER	\$	- \$		5 -	\$ -	\$	- 5	. \$	- \$	- 5	
OTHER	\$	- \$		\$ -	\$ -		- \$. \$	- 5	- \$	
TOTAL CASH RECEIPTS	\$	- \$		\$ -	\$.	\$	- \$.	\$	- \$	- \$	
(-) CASH PAYMENTS											
(-) COST OF GOODS SOLD								1.		11 .	
DIRECT PRODUCT / SVC COSTS	\$. \$				\$			- \$	- \$	
PAYROLL TAXES / BENEFITS - DIRECT	\$	- \$		\$ -		\$	-	\$	- \$	- \$	
SALARIES - DIRECT	5	. \$		\$.	\$.	\$	- \$	\$	- 5	- \$	
SUPPLIES	\$	- \$		\$ -	\$ -	\$	- \$	\$	- \$	- 5	
OTHER	\$	- \$	*	\$ -	\$ -	5	. \$. 5	- 5	- 5	
OTHER	\$	- \$		\$.	\$ -	\$. \$	\$	- \$	- 5	1
OTHER	\$	- \$	-	\$ -	\$ -	- \$	- \$	\$	- \$	- \$	
TOTAL COST OF GOODS SOLD	\$	- \$		\$ -	\$ -	\$	- \$.	\$	- 5	- \$	- 3
(-) OPERATING EXPENSES											
ACCOUNT FEES	\$	- \$		\$ -	\$ -	\$	- \$. \$	- \$	- \$	1
ADVERTISING	\$	- \$	+	\$ -	\$ -	5	- 5	\$	- 5	- 5	- 3
BANK FEES	\$	- \$		5 -	\$ -	\$	- 5	. \$	- 5	- \$	1
CONTINUING EDUCATION	\$	- \$	+	\$ -	\$ -	\$	- \$	\$	- \$	- \$	
DUES / SUBSCRIPTIONS	\$	- \$		5 -	\$ -	\$	- \$	\$	- 5	- 5	
INSURANCE	\$	- \$		\$ -	\$ -	\$	- \$	\$	- \$	- 3	- 1
INTERNET	\$	- \$	-	5 -	\$ -	\$	- \$	\$	- \$	- \$	3
LICENSES / PERMITS	5	- \$		\$ -	\$ -	\$	- 5	\$	- 5	- \$	
MEALS / ENTERTAINMENT	\$	- \$		5 -	\$ -	5	- \$		- \$	- \$,
OFFICE SUPPLIES	5	. \$		\$.	\$ -	\$. \$	\$	- \$	- \$	Y
PAYROLL PROCESSING	\$	- \$	-	\$.	\$ -	5	- \$		- 5	- 3	
PAYROLL TAXES / BENEFITS - INDIRECT	5	- \$		5 .	\$ -	5	- 3	\$	- 5	- 5	
POSTAGE / SHIPPING	s	. 5		5 .	\$.	\$. 5	5	- 5	- 5	
PRINTING	\$	- 5		5 -	\$ -	\$	- 5	5	- 5	- 5	
PROFESSIONAL SVCS	5	. 5		5 .	\$.	5	- 5		- 5	- 5	
OCCUPANCY	5	- 5		5	\$.	5	- 3		- 5	- 5	
RENTAL FEES						772					



Michael Financial Analyst

Michael makes this final submission on behalf of his group.



QUARTERLY CASH FLOW PROJECTIONS

	JANUARY				FEBRUARY			MARCH			
	ESTIMATE	ACTU	IAL	VARIANCE	ESTIMATE	ACI	UAL	VARIANCE	ESTIMATE	ACTUAL	VARIANCE
BEGINNING BALANCE CASH ON HAND	\$	- \$		s -	\$. \$	- 1	ş ·	\$ -	\$	\$
(+) CASH RECEIPTS											
CASH SALES	\$	- \$	-	\$ -	\$	- \$	- 1	\$ -	\$ -	\$.	\$
CUSTOMER ACCOUNT COLLECTIONS	\$	- 5	-	5 -	\$	- 5	- 20	5 -	\$ -	5	5
LOAN / CASH INJECTION	\$	- 5	- 2	5 -	\$	- 5	-	\$ -	\$ -	\$	5
INTEREST INCOME	\$. \$	-	\$ -	\$	- 5	35.	\$ -	\$ -	\$	\$
TAX REFUND	5	- \$		5 -	\$	- 5	-	5 -	\$ -	5	5
OTHER CASH RECEIPTS	\$. \$		5 -	\$	- 5		\$ -	\$ -	5	\$
OTHER	\$	- 5	-	5 -	\$	- 5	4	\$ -	\$ -	5	5
OTHER	5	- \$	7	\$ -	\$	- 5		\$ -	\$ -	5 .	\$
OTHER	\$	- \$	4	\$ -	\$	- 5	-	\$ -	\$ -	5	\$
		111/2				- \$		s .	s -	5 -	\$
Are you sure?					×	_	_			180	100
(-) CASH PAY											
(-) COST OF C You are submitting on I	behalf of th	e Sales gr	roup. A	re you sure							
DIRECT PRODUC about this action?						- 5	3	5 -	\$ -	\$	\$
PAYROLL TAXES						- 5	100	5 -	\$ -	5	\$
SALARIES - DIRE					_	- 5	4	5 -	\$ -	\$	5
SUPPLIES		324.73710				- \$	3	5 -	\$ -	5	\$
OTHER		Yes, sub	mit!			- 5	-	\$ -	\$ -	5	S
OTHER			R			- 5	-	5 -	\$ -	5	\$
OTHER	\$	- 5	- 1	5 -	\$	- 5	12	5 -	\$ -	\$	
TOTAL COST OF GOODS SOLD		- \$						ş ·	\$ -		
(-) OPERATING EXPENSES											
ACCOUNT FEES	\$	- 5	+	5 .	\$	- 5		5 -	\$ -	5	\$
ADVERTISING	\$	- 5	-	5 -	5	- 5		5 -	\$ -	5	\$
BANK FEES	5	- 5	-	5 -	5	- 5		5 -	\$ -	5	5
CONTINUING EDUCATION	\$	- \$	-	\$ -	\$	- \$	4	\$ -	\$ -	\$	\$
DUES / SUBSCRIPTIONS	5	- 5		5 -	5	- 5	+	s -	\$ -	5	5
INSURANCE	5	- 5	-	5 .	\$	- 3		\$.	\$.	5	5
INTERNET	5	- 5	-	\$ -	\$	- \$	-	s -	\$ -	\$.	5
LICENSES / PERMITS	5	- 3		5 -	\$	- 5	- 4	\$ -	\$ -	5	5
MEALS / ENTERTAINMENT	5	. 5	-	5 .	\$	- 5	-	5 -	\$ -	5	\$
OFFICE SUPPLIES	5	- 5	-	5 -	\$	- 5		\$.	\$ -	\$	5
PAYROLL PROCESSING	5	- 5	-	5 .	5	- 5	-	5 -	-70	\$	3
PAYROLL TAXES / BENEFITS - INDIRECT		. 5		5	\$. 5	-	5 .		5	5
POSTAGE / SHIPPING	-5	. 5		\$	\$	- 5		5	5 -	185.0	3
PRINTING		- 3		5	5	- 5	-	5 .			
PROFESSIONAL SVCS	To .	. 5		5	\$	- 5		5		5	3
OCCUPANCY	5	- 5		\$.	5	. 5		\$		5	3
Control of the Contro							- 31	•	*	-	
RENTAL FEES	2	- 5	*	\$ -	2	- 5	-	3 -	\$ -	5	\$

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Lisa Planning Manager

All steps have been completed 3 days ahead of schedule!!

Lisa closes the plan.



2020 Annual Operating Plan 🗸 🗄

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close days left Model: ABC Financials Manage model

	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
: Closed	1 Verify actuals	:: Income Statement	All groups	5 July 2019	Υ	100%	
		:: 🚺 Balance Sheet					
		:: Cash Flow					
: Open	2 Enter revenue and expenses	∷ ⇔ Sales	All groups	15 July 2019	N		
		∷ ⊚ cogs					
		∷ SG&A					
		Income Statement					
: Open	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N		
: Open	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ	100%	
	Click to add step +						
nouncements							
Type your annou	ncement here				350 character	rs left Mak	announcement
	he first pass of the 2020 AOP is complet otification when we reopen the plan.	te and is currently under review by executive	e management. We hope	to begin a second pass i	n the next three days. You'll re	ceive a	
2 Tul 2019 \\	Jelcome to the 2020 Annual Onerating F	Plant Our goal is to have this vear's process o	romnlete hv mid-August	Please do vour hest to s	ihmit vour data on time and ch	neck	

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©

Lisa Planning Manager

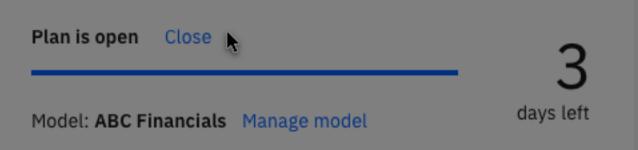
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2020 Annual Operating Plan 🗸 🗄

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	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
Closed	1 Verify actuals	:: Income Statement	All groups	5 July 2019	Υ	100%	
		∷ Close plan?		×			
		# All open steps in the plan proceed?	will be closed. Do y	ou want to			
E Open 2 Enter revenue and expenses	# !			N			
		# 					
		E Cancel	ок				
Open	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N		
Open	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ	100%	
	Click to add step +						
nouncements							
Type your annou	ncement here				350 characte	rs left Mak	e announcement
	he first pass of the 2020 AOP is comple otification when we reopen the plan.	ete and is currently under review by executive	e management. We hop	pe to begin a second pass i	n the next three days. You'll re	ceive a	
2 7.1.1 2019 \M	Valaama ta tha 2020 Annual Operating	Plant Our goal is to have this year's process of		A Disease de combanda esta	ubasik usuu daka aa kissa asad al		

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Lisa Planning Manager

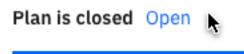
All steps have been completed 3 days ahead of schedule!!

Lisa closes the plan.



2020 Annual Operating Plan 🗸 🗄

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.



Model: ABC Financials Manage model

lays	left
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	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
Closed	1 Verify actuals		All groups	5 July 2019	Υ	100%	
		∷ □ Balance Sheet					
		∷ Cash Flow					
Closed	2 Enter revenue and expenses	∷ 👴 Sales	All groups	15 July 2019	N		
		∷ ⊚ COGS					
		∷ SG&A					
Closed	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N		
Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ	100%	
	Click to add step +						
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Гуре your annour	ncement here				350 character	rs left Make	e announcement
	ne first pass of the 2020 AOP is compl otification when we reopen the plan.	ete and is currently under review by executive	e management. We hop	e to begin a second pass ir	n the next three days. You'll re	ceive a	

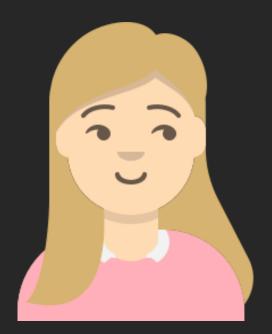


Lisa Planning Manager

She then prepares reports for the executive review and presents.



With the help of Planning Analytics...



Lisa was able to:

- Create, customize, edit, and adjust the planning process
- Coordinate and communicate expectations and responsibilities of participants
- Provide a guided experience for her end users
- Track and monitor progress of the planning process



Michael was able to:

- Understand what was expected of him
- Know where to go and what to do
- Complete his responsibilities and assignments
- Communicate thoughts and concerns regarding his submissions

... without help from consultants or the IT department, more easily, quickly, and efficiently, than ever before.

What's next?

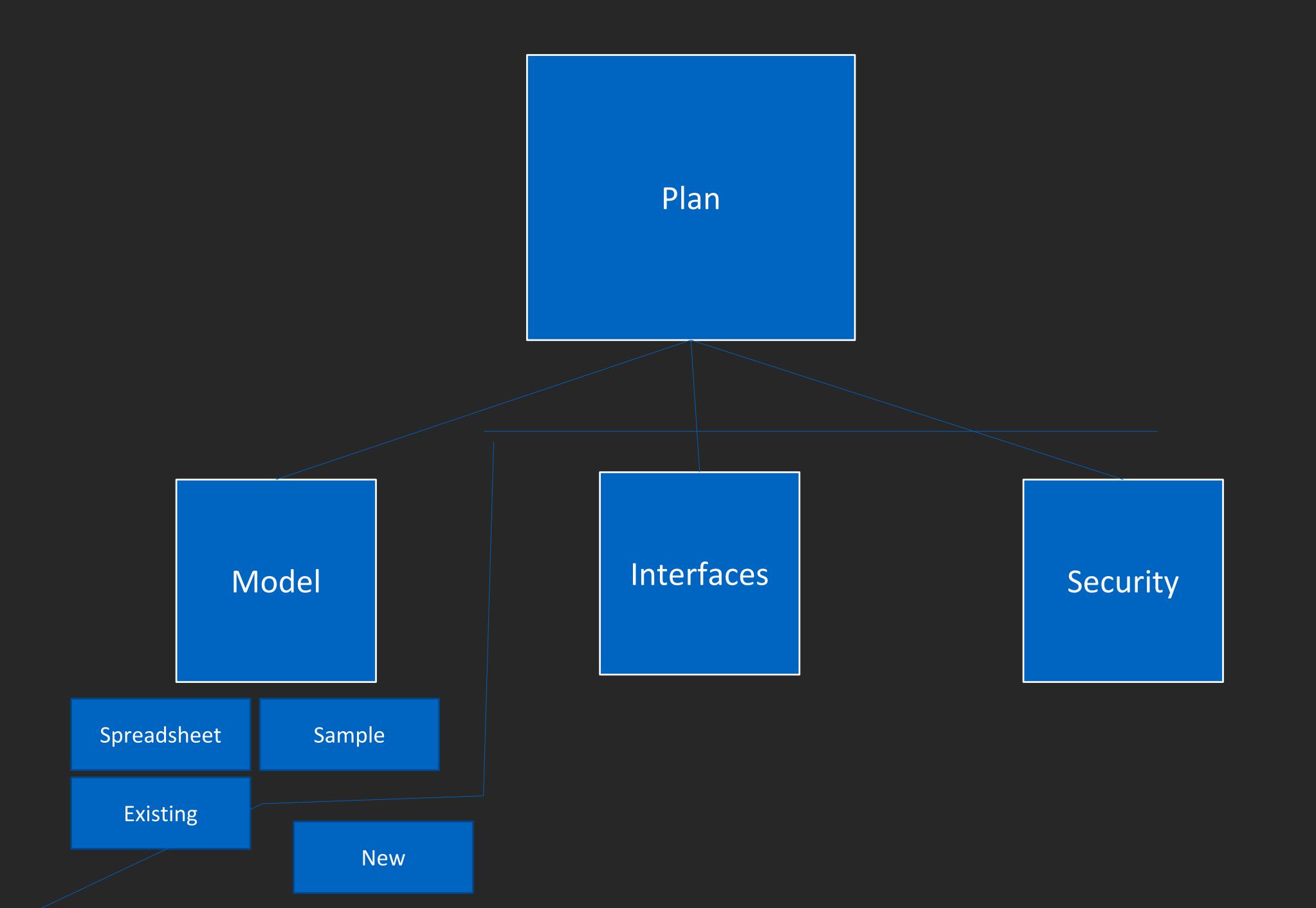
- Carbon
- Scalability
- Synchronization
- Default start pages
- Publish / unpublish
- Additional asset types

- Models
- Open / close security
- Approval hierarchies

The end.

The end.

Additional screens and features



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Lisa Planning Manager

STEP EMAIL NOTIFICATION

Lisa can send an email notification to all the participants.



2020 Annual Operating Plan 🗸 🗄

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close 35 days left Model: ABC Financials Manage model

Pla	nning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress	
∷ Open 1 V	/erify actuals ::	Income Statement	All groups	5 July 2019	Υ	85%	A Ø 🗓
	#	Email group(s)?		×			
	# # # # # # # # # # # # # # # # # # #	Message		8/100			
	Enter revenue and	This is a reminder finish verifying ac Get started.	ctuals by Friday!	<u>,,</u>	N		
ехр	enses ::	Plan: 2020 Annual Operating Plan Step: Verify actuals					
	# #	No	Yes 🔓				
∷ Closed 3 E	Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N		
	eview quarterly cash flow ojections	Cash Flow	Sales	5 August 2019	Υ		
Clic	ck to add step +						
Announcements							
Type your announcem	nent here				350 characters le	ft Make ann	ouncement
7 1111 71119	me to the 2020 Annual Operating Plan! C ere frequently for additional announcem	our goal is to have this year's process compents.	olete by mid-August. Ple	ease do your best to subn	nit your data on time and check	(

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Lisa Planning Manager

STEP DELETION

Lisa can delete steps



2 Jul 2019

2020 Annual Operating Plan 🗸 🗄

back here frequently for additional announcements.

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close 35 days left Model: ABC Financials Manage model

	Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress
∷ Open	1 Verify actuals	Income Statement Income Statement	All groups	5 July 2019	Υ	85% 🖂 🗸
		Delete step?		×		
:: Closed	2 Enter revenue and expenses	be removed from the plan, another step. Do you want t	unless they are inclu		N	
		Cancel	OK			
:: Closed	3 Enter projected balances	☐ Balance Sheet	All groups	31 July 2019	N	
:: Closed	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Υ	
	Click to add step +					
Announcements						
Type your annou	ncement here				350 character	rs left Make announcement

Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submit your data on time and check

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Lisa Planning Manager

STEP DUPLICATION

Lisa can duplicate steps



2020 Annual Operating Plan 🗸 🗄

This plan enables FP&A, procurement, and Product Manager or Marketing professionals to forecast and understand the impacts of cost changes in materials, material mix, and conversely to adjust or re-forecast product mix or prices based on those changes.

Plan is open Close

Model: ABC Financials Manage model

35 days left

Open	1 Verify actuals	:: Income Statement	All groups	5 July 2019	Y	85% 🖾 🖉 💆
Орон		Buplicate step?		×		
:: Closed 2 Enter revenue and expenses		All assigned books, websheets, views and groups will be copied. Do you want to proceed?			N.	
Closed	3 Enter projected balances	Cancel Balance Sheet	OK All groups	31 July 2019	N	
	4 Review quarterly cash flow projections	Cash Flow	Sales	5 August 2019	Y	
	Click to add step +					
nouncements						
Type your annou	ncement here				350 characters	left Make announcement

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Lisa Planning Manager

NAVITGATING ACROSS PLANS

Lisa can navigate to other plans

