



# SAP Extended Planning & Analysis

## xP&A

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THE BEST RUN 

# Planning is a Business Imperative

Organizations are **striving to be more intelligent and sustainable** in an age where **continuous change is the new normal**



**Supply Chain  
Disruptions**



**Macro-  
economics**



**Geopolitical  
Influences**

# People and Plans Need to Align

- Plans lack **integration** across business functions
- Lack of **confidence** in plans and forecasts leading to time wasted **validating** and reworking data
- Inability to discover **true costs** and key drivers of **profitability**



# Finance is a Strategic Partner in xP&A

Finance should be a **key partner supporting strategic decisions**; it is **imperative** Finance aligns with HR, Supply Chain and Sales & marketing

**Operational business activities need to be aligned with strategic Financial targets**

One connected plan, **from Strategy to Operations**, integrating all functional domains and enabling swift **execution**



# SAP Extended Planning and Analysis



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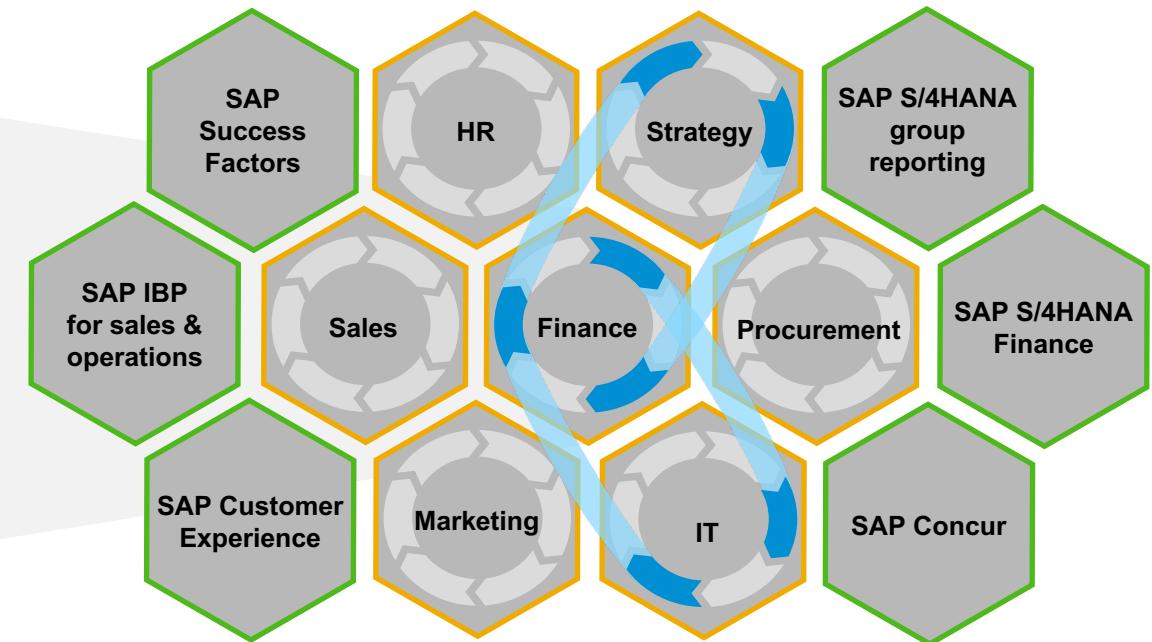
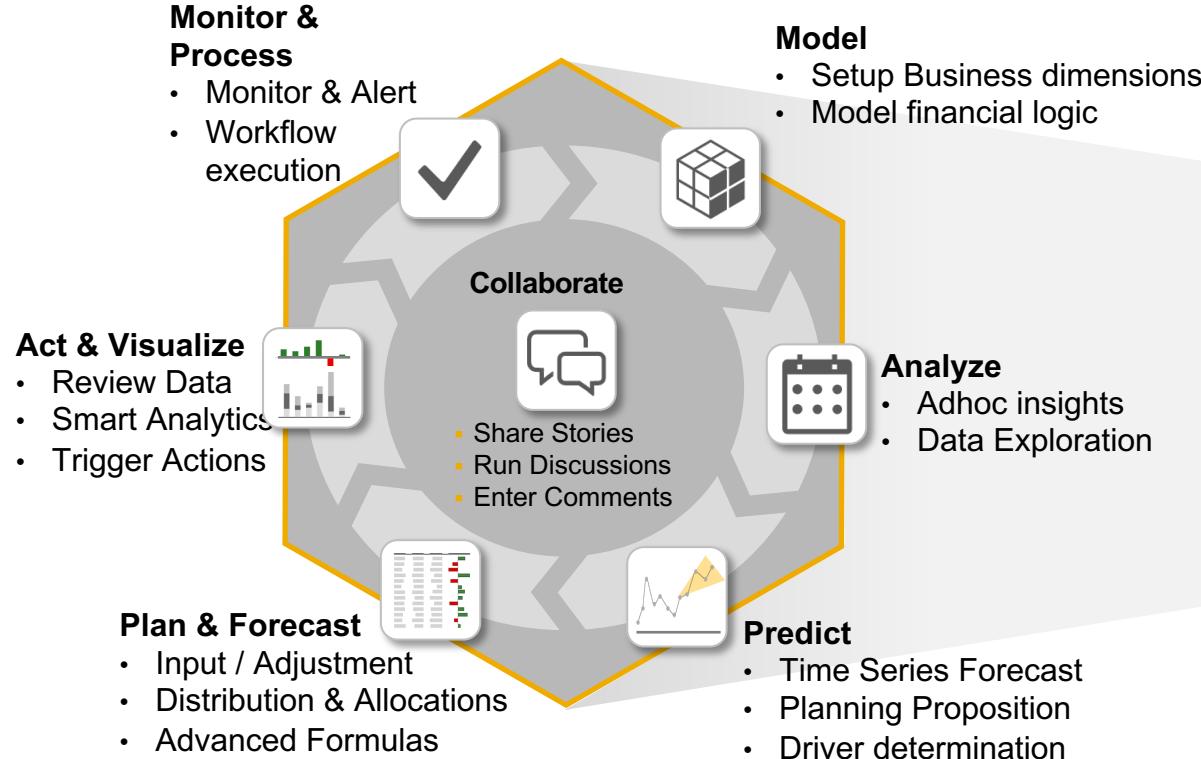
## PLAN TO WIN

# SAP Extended Planning and Analysis



## PLAN TO WIN

# xP&A Platform for Cost Efficient FP&A and Connected xP&A

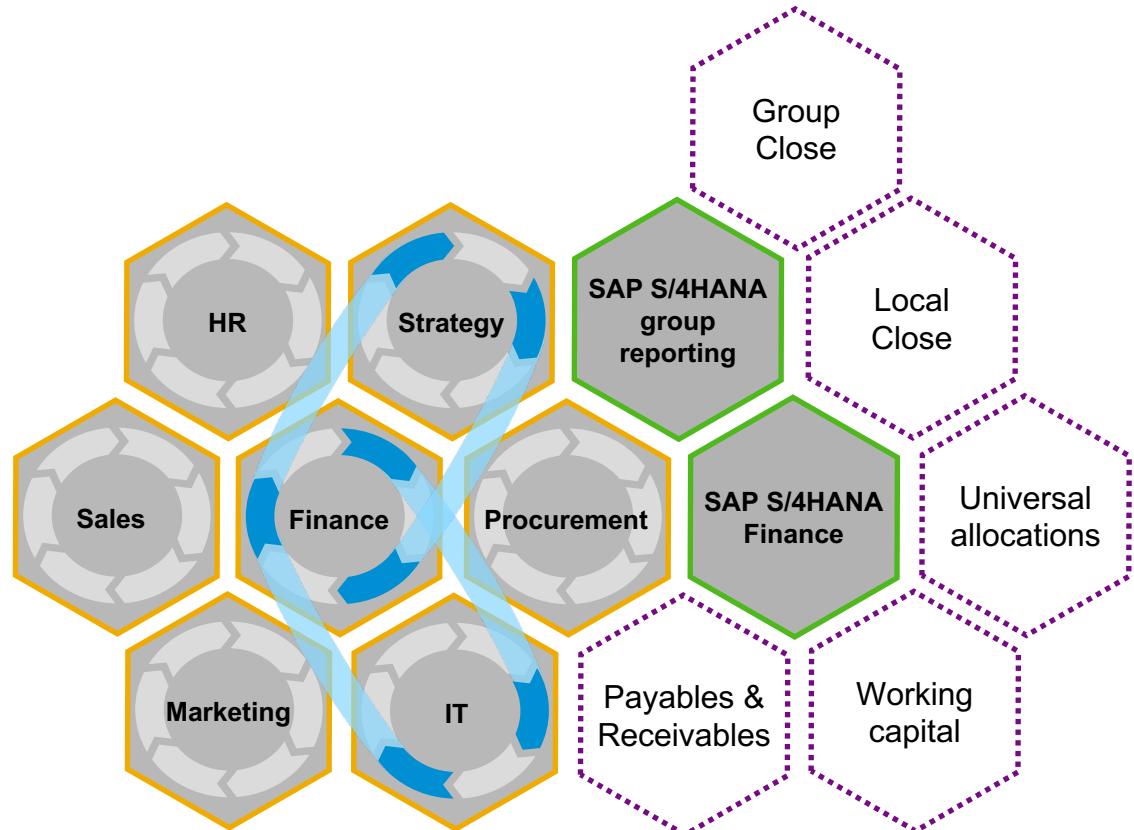


**1** Powerful Analytics, Planning & Applications create a closed loop from insight to action

**2** Link **Operational** and **Financial data** from all LoB's data to see one version of the truth in context

**3** Integrate with enterprise applications **In real time** to bring intelligence to the end user

# Transparent Decisions with the Finance Component of xP&A



Integrated vertically to transaction source – **Insight on highest granularity**

Integrated horizontally, Aligned master data – **Transparent decisions across Operations, Planning and Consolidation**

Cross domain and Group-wide view – **Reliable forward looking insights**

# Transparent Decisions with the HCM Component of xP&A



- Integrated horizontally, Aligned master data –**Transparent decisions across Operations and Planning**
- New positions based on strategic plans –**Execution integration**

## FurstMcNess

"We are very pleased with the results of our project with SAP Analytics Cloud. We are now able to view **key business information in an easy-to-read format in real time.**"

Matt Hartman, CFO, Furst-McNess Company

**50%**

Reduction in time to prepare financial reporting package

**3 months**

To deploy enterprise-wide planning and reporting software

## Callaway

"In just **six months**, we have a streamlined planning process across our enterprise. With SAP Analytics Cloud, we are excited to **explore the future of planning and analytics.**"

Norman Ruppert, Senior Manager of Global Reporting Systems, Callaway Golf Company

**30%**

Improvement in planning cycles

**25%**

Less dependency on IT support

# SAP Extended Planning and Analysis



## PLAN TO WIN

# Pro-active Business Steering with Flexible Simulations

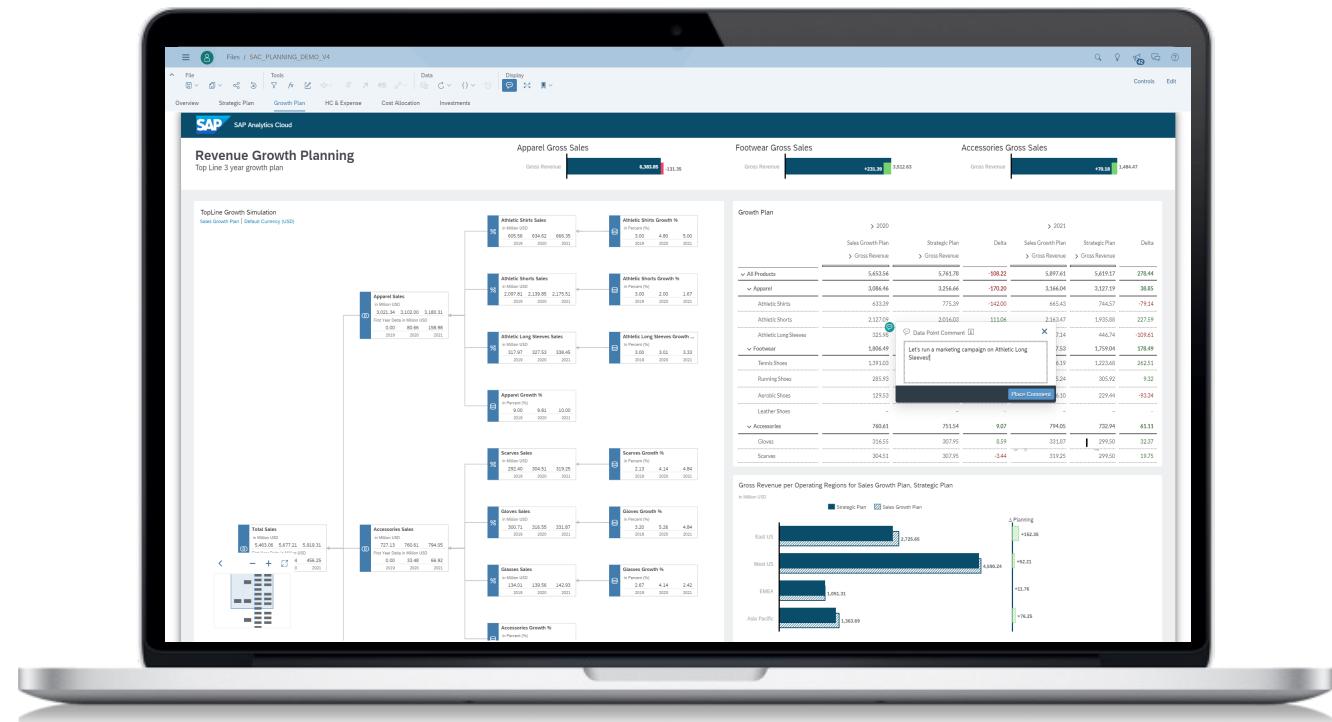
Driver based planning –  
Efficient and accurate steering

Visual impact analysis –  
Quick problem resolution

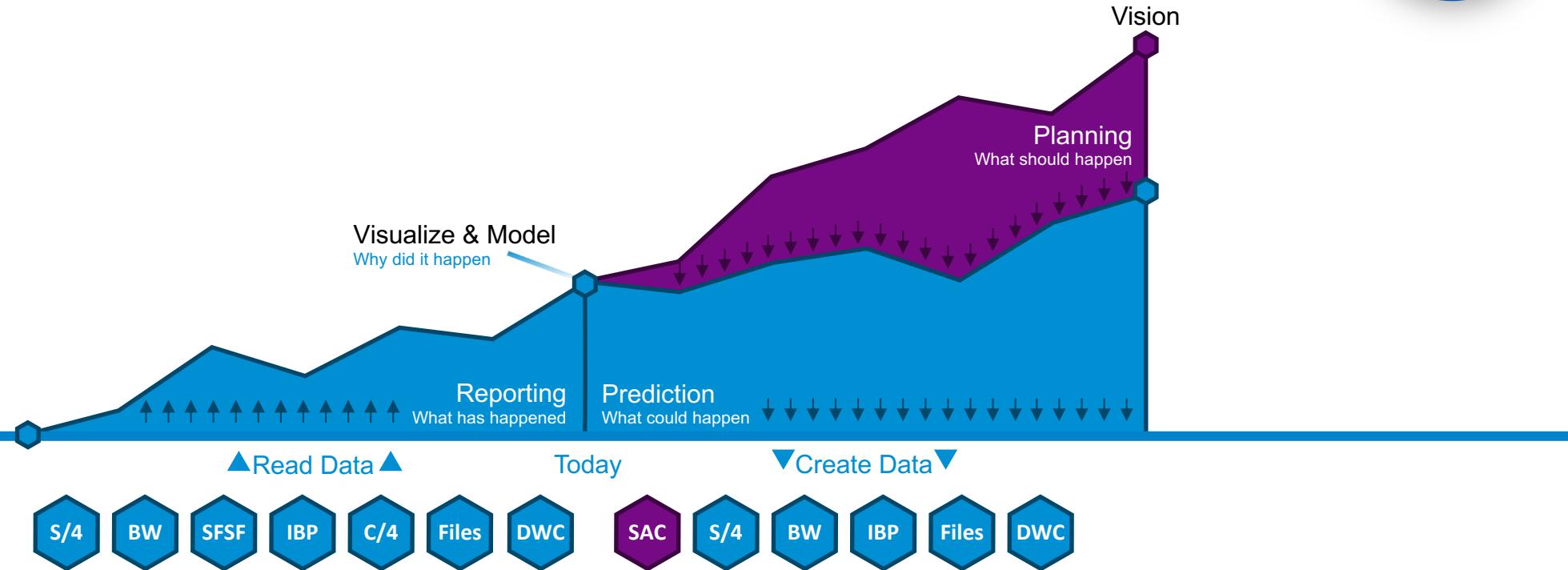
Sophisticated business logic  
in SAP finance portfolio

- Top down/bottom-up alignment
- Fx effects
- Allocations

Multiple scenarios easily  
prepared and shared



# Automate for Efficiency and Accuracy with Predictive Planning



- Predictive accounting embedded in S/4HANA – **Financial excellence in operations**
- Long term driver based Financial forecasts generated in SAC by non statisticians – **Forecasting owned by FP&A to automate and improve accuracy with added influencer drivers**
- Native platform capabilities – **Embedded intelligence at a lower TCO**

## Roche

“Every minute we allow our R&D organization to focus on the science has an exponential impact on bringing **transformative medicines and treatments** to society.”

David Dubowsky, Head of R&D Finance, F. Hoffmann-La Roche AG

**70%**

Of forecast data entry points automated with SAP Analytics Cloud

**2 hours**

To generate a US\$4.2 billion financial forecast – reduced from several weeks

“Our 10-year ambition requires a **radical shift in the way we work**. I am excited to see finance at the forefront of this transformation.”

Alan Hippe, Chief Financial and IT Officer, F. Hoffmann-La Roche AG

**7%**

Improvement in forecast accuracy

**One**

Integrated, scalable solution across all R&D units

# SAP Extended Planning and Analysis



**Transform planning**  
across the organization



**Drive agile decisions**  
with planning and  
analysis combined



**Plan with confidence**  
on trusted data

## PLAN TO WIN

# Unique Positioning of SAP



**Sophisticated  
business content**

**Seamlessly integrated  
with the system of record**

**Strong supportive  
ecosystem**

# Integrated Financial Planning Content for S/4HANA

**CONFIGURE PLANNING FACTORS & SEEDING**

Prepare your organization's planning process by defining various factors (e.g., Cost Center Planning, Project Planning, Internal Order Planning) and seeding them with sample data.

**COST CENTER PLANNING**

Cost center planning involves entering plan figures for costs, activities, prices, or statistical key figures for a particular cost center and planning period. You can enter actual values against which you can then compare the planned values with the actual costs. Variances serve as a signal to make the necessary changes to your business processes.

**FINANCIAL STATEMENT PLANNING**

Financial statement planning enables you to do profit and loss planning with trading partner allocation, balance sheet\* planning, and cash flow\* calculation in SAP Analytics Cloud. Planning administrators can pre-populate planning screens based on most actual data and plan data from the cost center, profitability planning, and financial statement planning.

**Integrated Financial Planning for SAP S/4HANA**

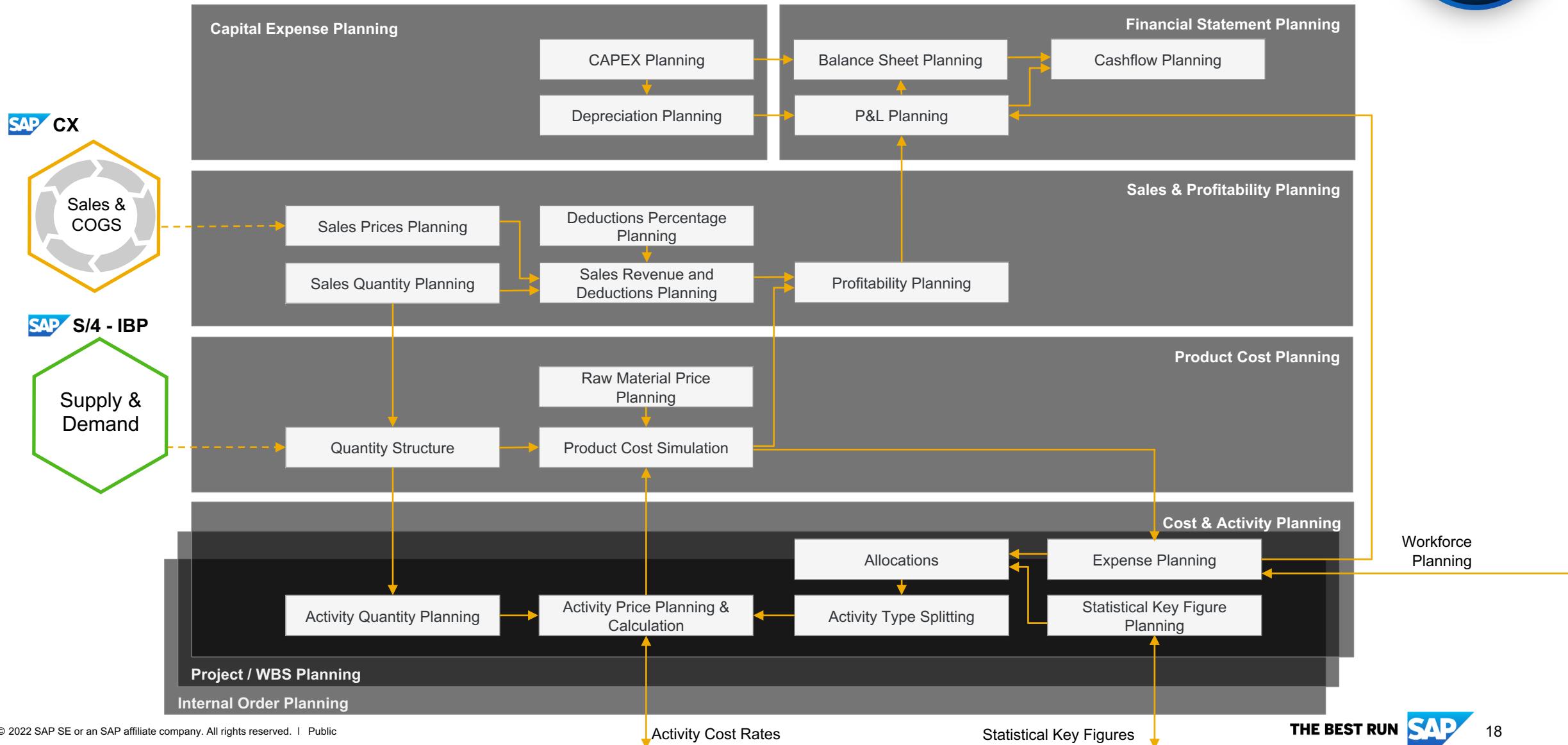
set organizational goals by comparing actual operating results against plan

**SAP Analytics Cloud content**

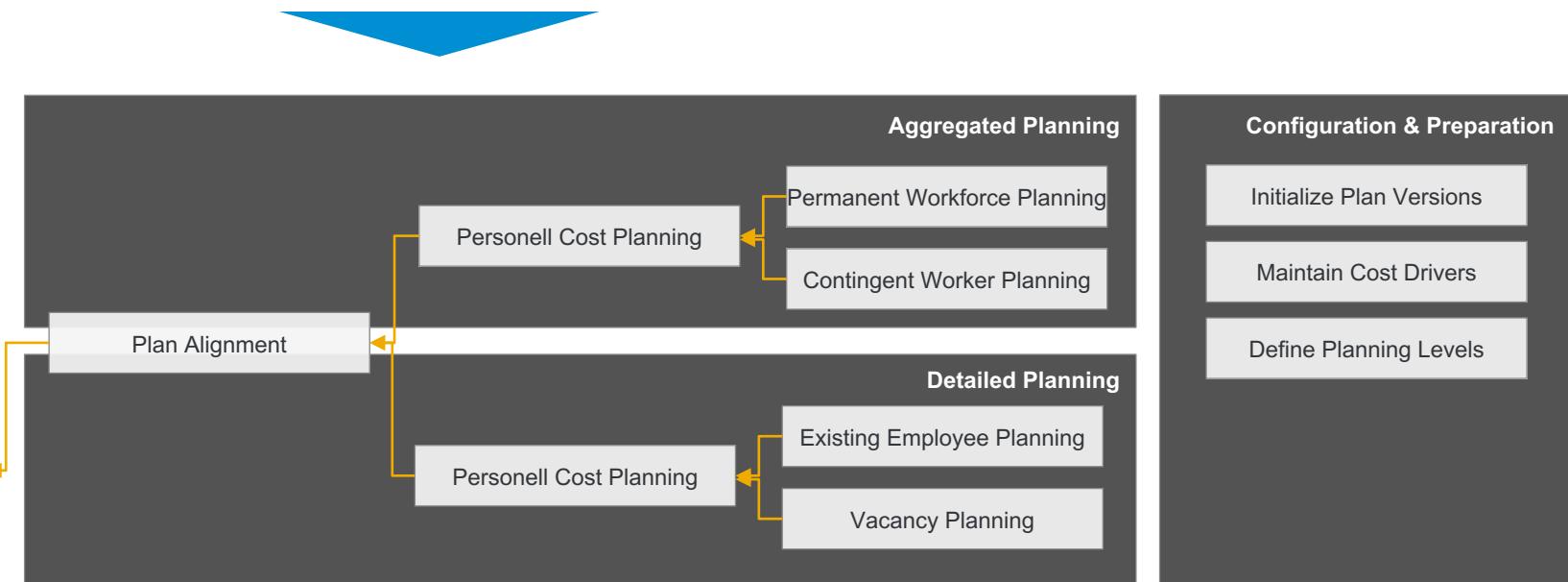
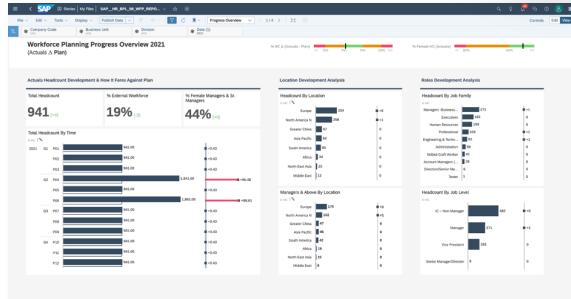
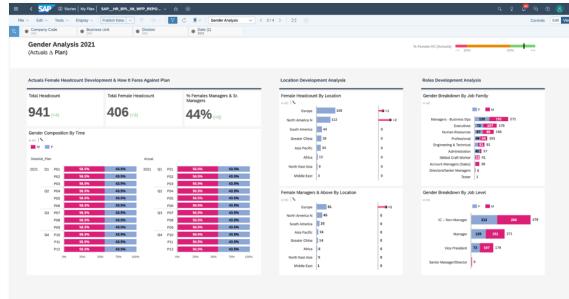
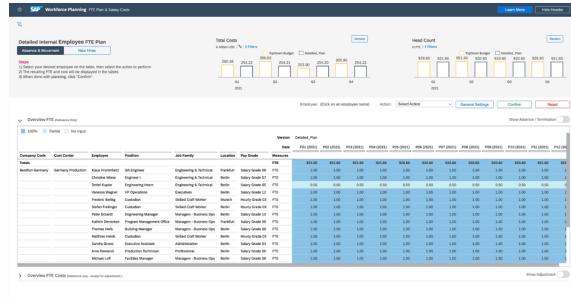
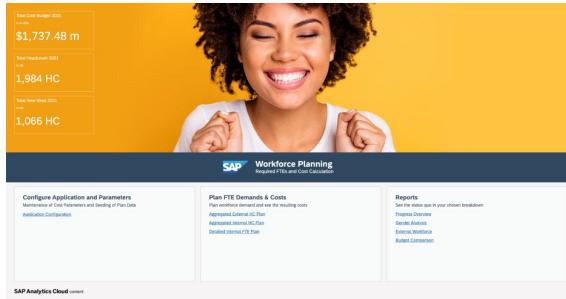
Configuration: Financial Planning Administration

Icons for various planning modules: Cost Center Planning, Project Planning, Internal Order Planning, Product Cost Planning, Profitability Planning, Investment Planning, and Financial Statement Planning.

# Modular Integrated Financial Planning Content for S/4HANA



# Speed to deployment with Operational Headcount Planning Content



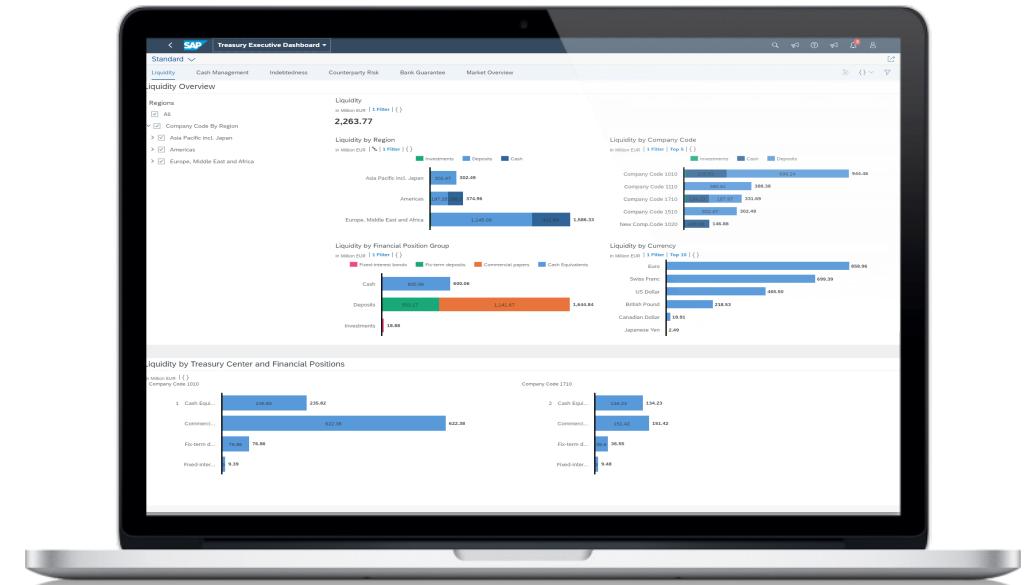
# Trusted and Reliable Data in Context with Live Connectivity

Leave the data where it is to retain context – **Increased speed to insight with seamless integration**

Drillthrough to transaction level – **Direct insights into root causes and take the needed action**

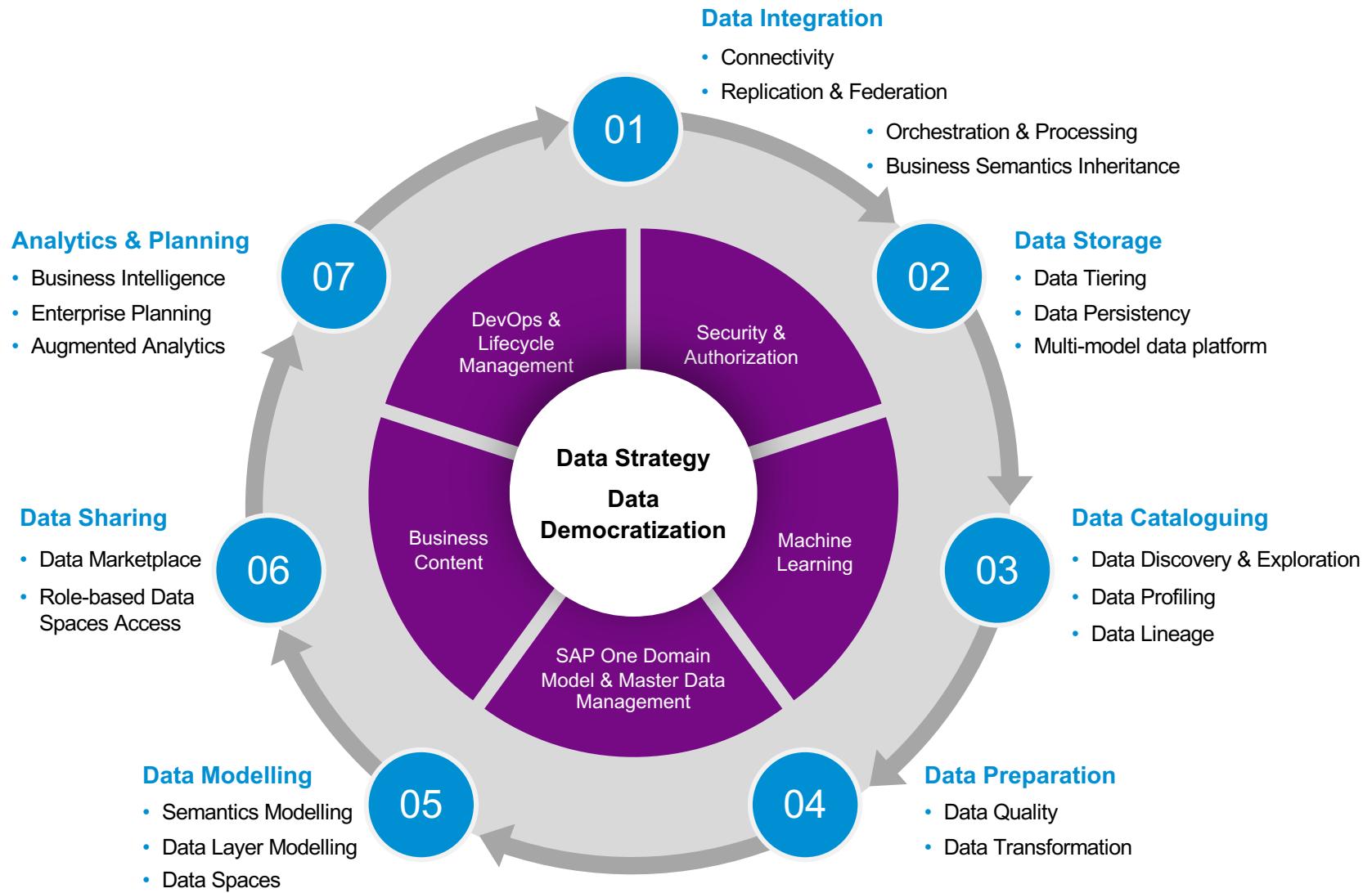
Leverage existing security and data concepts in the source – **Lower TCO**

**Use Case Example:** Treasury Executive Dashboard



**Live Connectivity to SAP S/4HANA for financial reporting**

# A Common Data Foundation for Trusted Enterprise Wide Data



## BVB

“It was important for us to closely integrate our ERP and our planning solution. This is the only way to achieve **maximum transparency**.”

Daniel Mangani, CFO, Basler Verkehrs-Betriebe

**> 15,000**

planning objects, from the work breakdown structure to the cost center

**> 350**

employees are already directly involved in planning tasks

## Porsche

“Using SAP Analytics Cloud and SAP Data Warehouse Cloud, we have transformed our data architecture, creating one source of truth and helping our people easily and securely **access data for insights and decision-making**.”

Markus Hartmann, IT Project Management Lead, Dr. Ing. h.c. F. Porsche AG

**3,000**

Users in departments ranging from customer relations to controlling to human resources

**Reduced**

Preparation time for sales meetings from days to mere hours

# Experience xP&A with SAP

**Guided xP&A experience:**  
on a live system

**Customer xP&A Story:**  
Freudenberg Home and Cleaning Solutions

**xP&A business content:**  
Community pages with best practices and accelerators

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**Customer xP&A Story:**  
Freudenberg Home and Cleaning  
Solutions

**xP&A business content:**  
Community pages with best practices  
and accelerators



**Dr. Holger Handel**  
→ xP&A vision demonstration

# THANK YOU



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