



Connected Planning

Ron Dimon

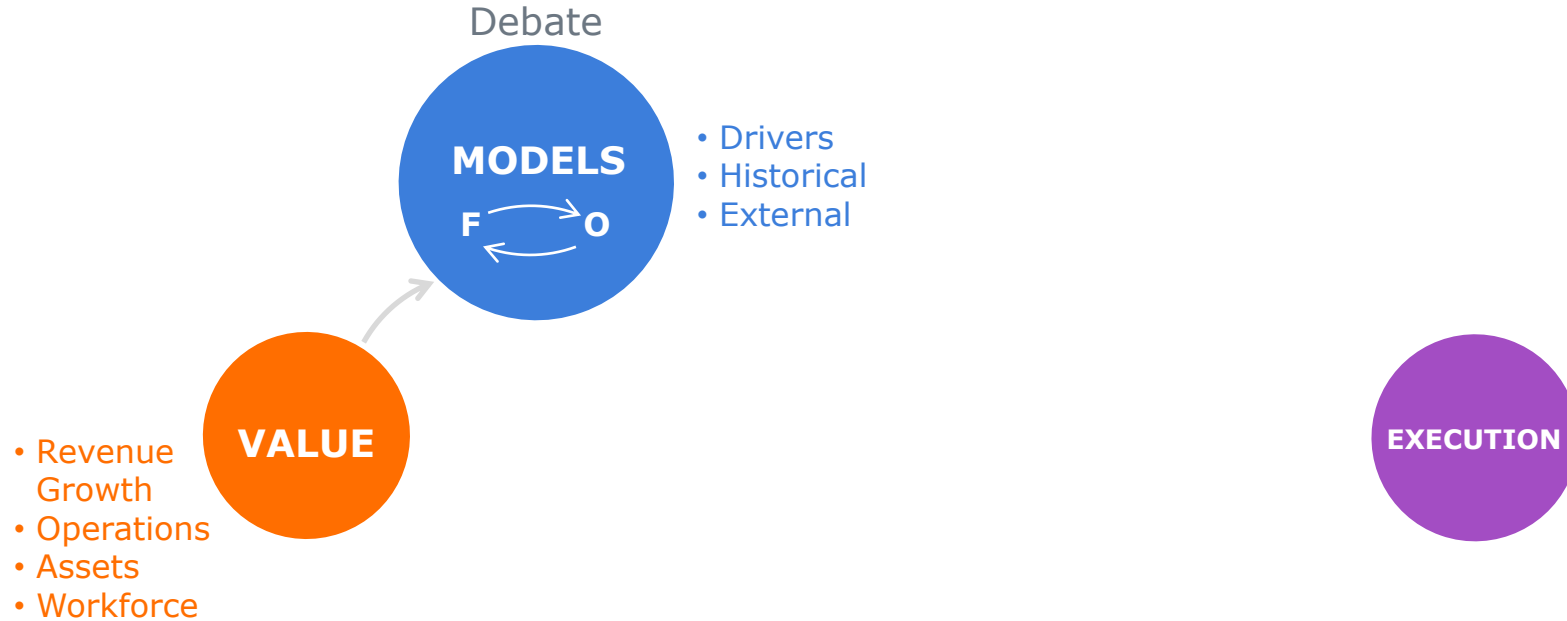
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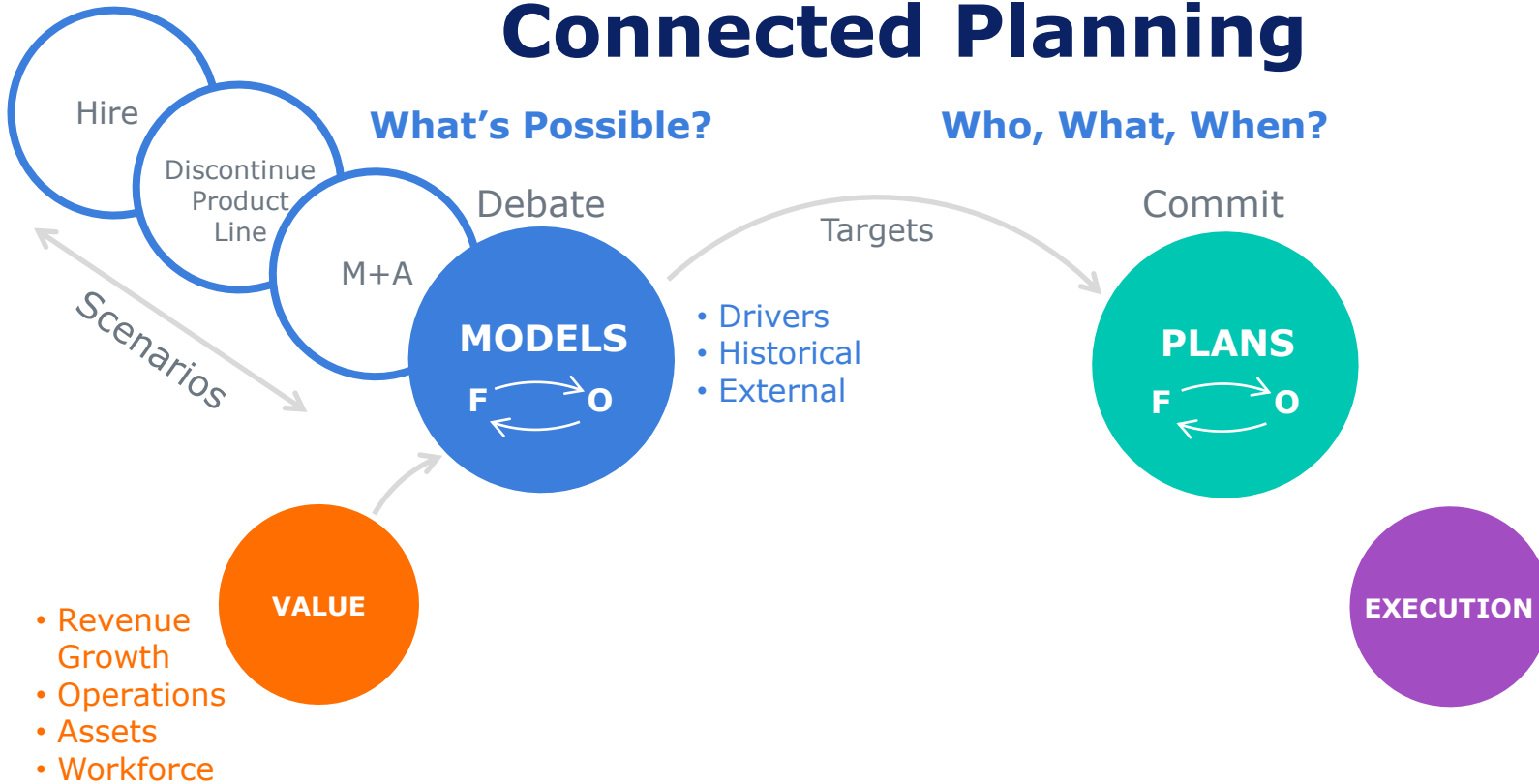
What's Possible?



Connected Planning

	Sales and Marketing	Supply Chain	HR	Finance
Drivers	Volume, Pricing, Channel, Efficiency	On time delivery, inventory levels	Workforce, Headcount, What's the time to hire	Revenue, Cost, Profit, and Working Capital

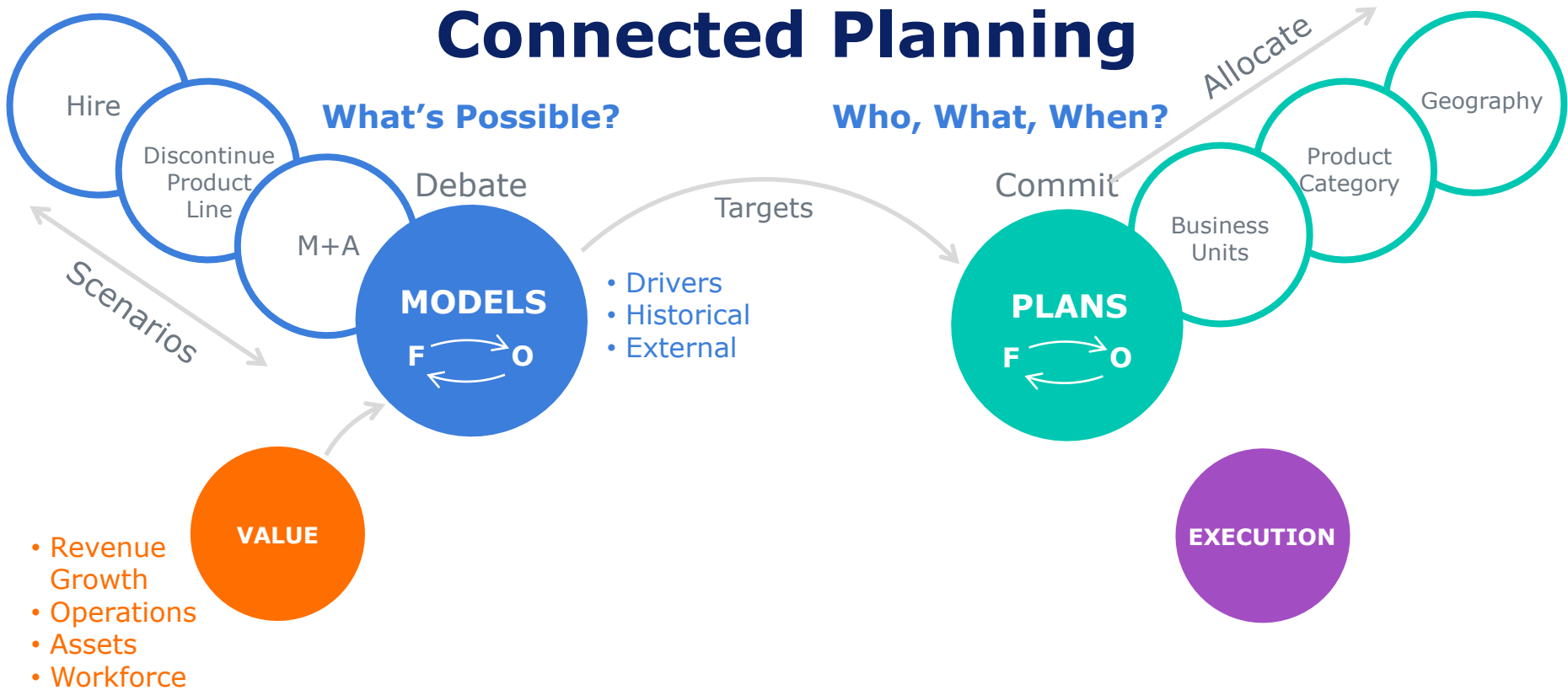
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Plans	Sales forecast, Territory & quota plan	Demand or inventory plan	Workforce plan and cross training or succession plan	Annual operating plan (revenue & expense)

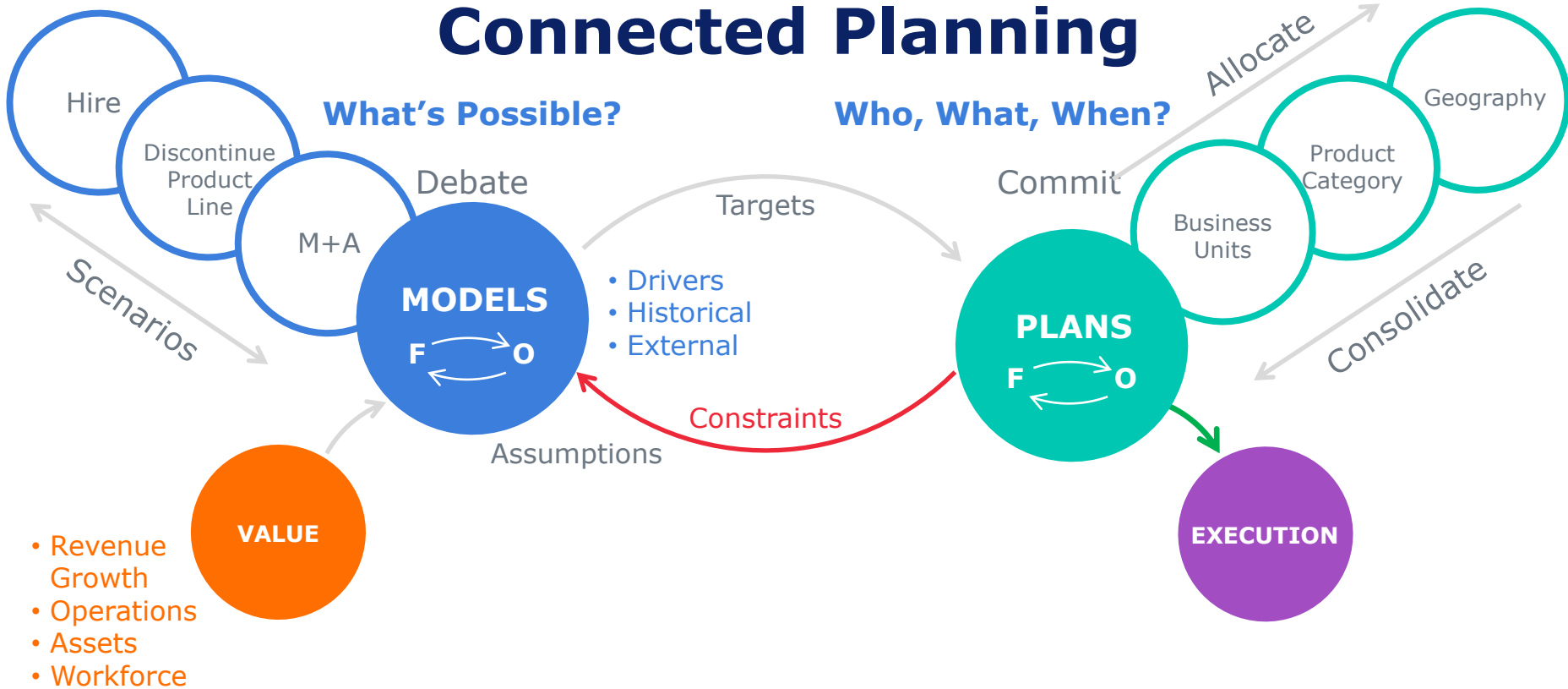
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Dimensions	Customer, Channel	Product, Geography	Employee, Team, BU	Legal Entity, Account

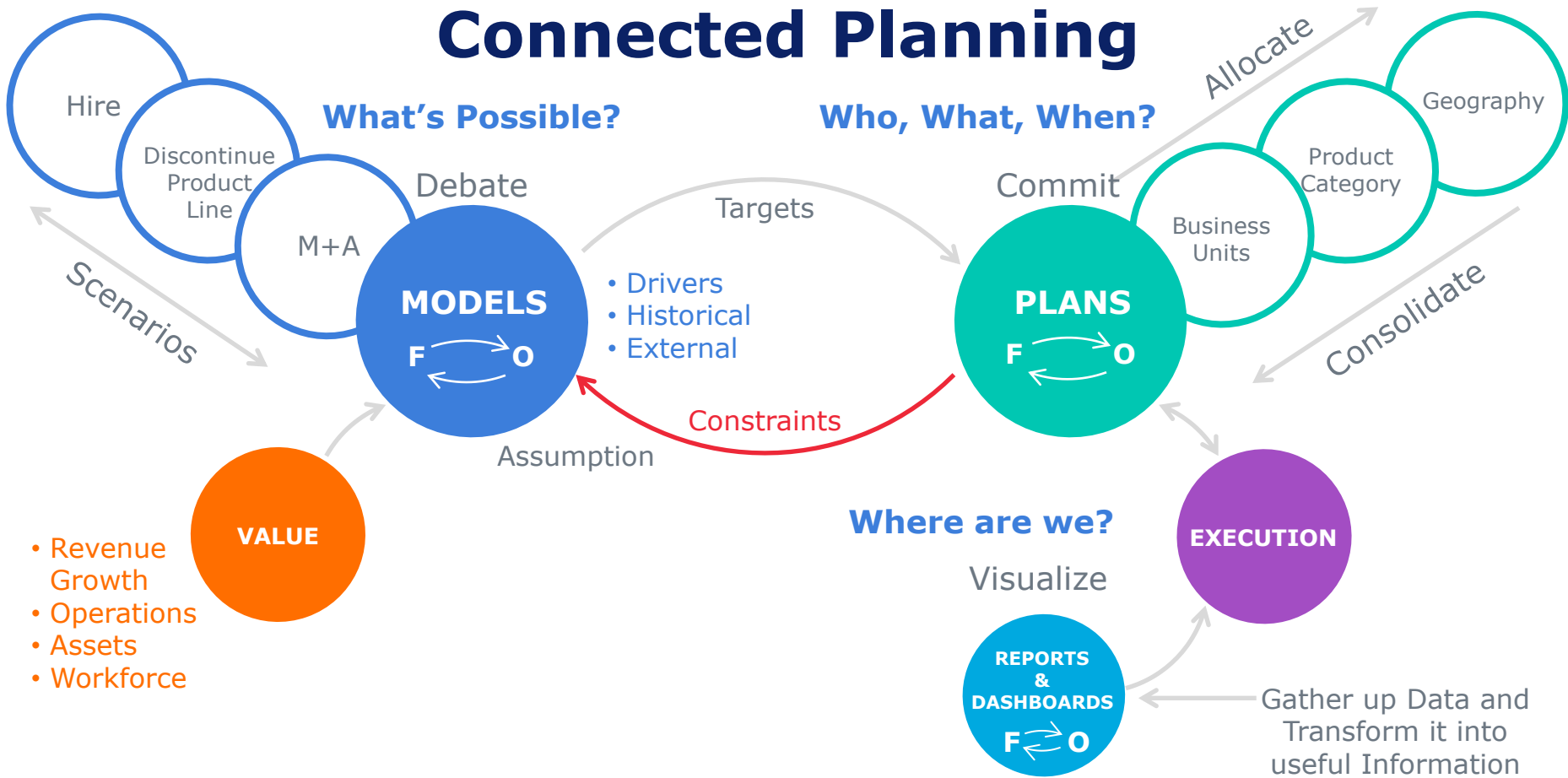
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Dimensions	Customer	Product	Employee or Team	By legal entity or accounts
Data	CRM, Contract Data Eg: Salesforce.com	SCM, PLM Eg: JDA, Dassault	HRIS Eg: Workday, Oracle HCM	ERP Eg: Oracle EBS, SAP

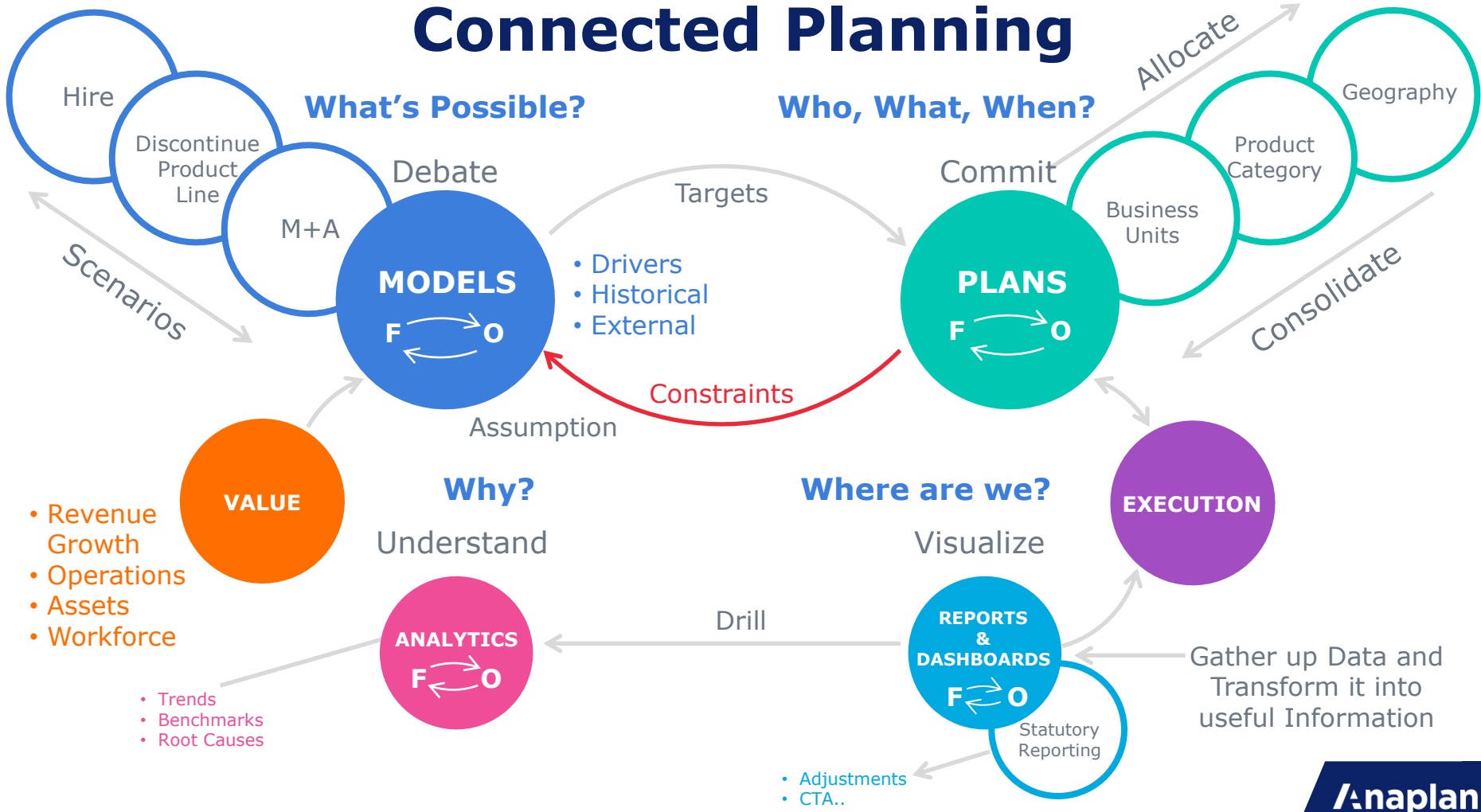
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Reports	Quota Variance, Coverage Ratio	On time delivery, Stock Outs	Open Headcount, Total Compensation	Management Reporting (P&L, Balance Sheet, C/F)

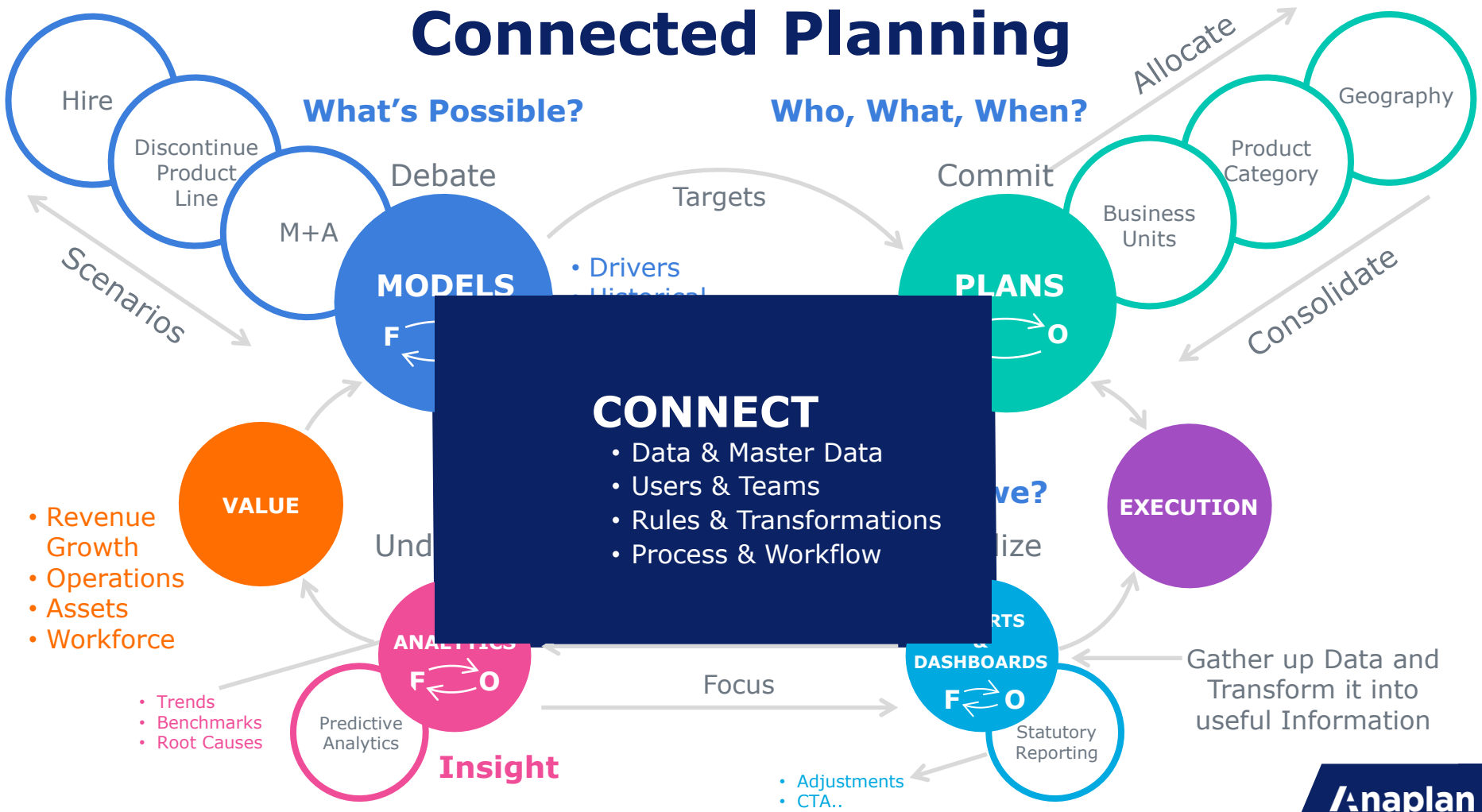
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Analytics	Customer Profitability Pipeline Velocity	Product Profitability Capacity	Productivity Time to Hire	Company Profitability Working Capital Efficiency

Connected Planning



Connected Planning Use Cases

- Long Range Plan
- Annual Budget
- Annual Operating Plan
- Rolling P&L Forecast
- Sales Forecast
- Territory & Quota Plan
- Incentive Comp Plan
- Marketing Plan
- Price Plan
- Capacity Plan
- Trade Promotion Planning
- Assortment Planning
- Demand Plan
- Supply Chain Plan
- Inventory Plan
- S&OP
- Workforce Plan
- Training/Cert Plan
- CapEx Plan
- Project/Portfolio Plan
- Research Plan
- And 100's more...

Connected Planning: Where to Start

	Sales and Marketing	Supply Chain	HR	Finance
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Reports	Quota Variance, Coverage Ratio	On time delivery, Stock Outs	Open Headcount, Total Compensation	Management Reporting (P&L, Balance Sheet, C/F)
Ease to Implement	Easier	Harder	Medium	Harder
Business Values	High (Growth)	High (Profit)	High (Op Margin & Growth)	Med (P&L, B/S, C/F)

Connected Planning Connects...

- Past & Present to **Future**
- Strategy to **Execution**
- Targets to **Commitments**
- Variance to **Action**
- Data to **Insight**
- Facts to **Decisions**
- **Processes**: Report, Analyze, Model, Plan, Decide, Govern
- **Data**: Historical, Plan, Forecast, Actual, Re-statement, What-if, Sandbox
- People: **Collaboration**, inside & outside

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