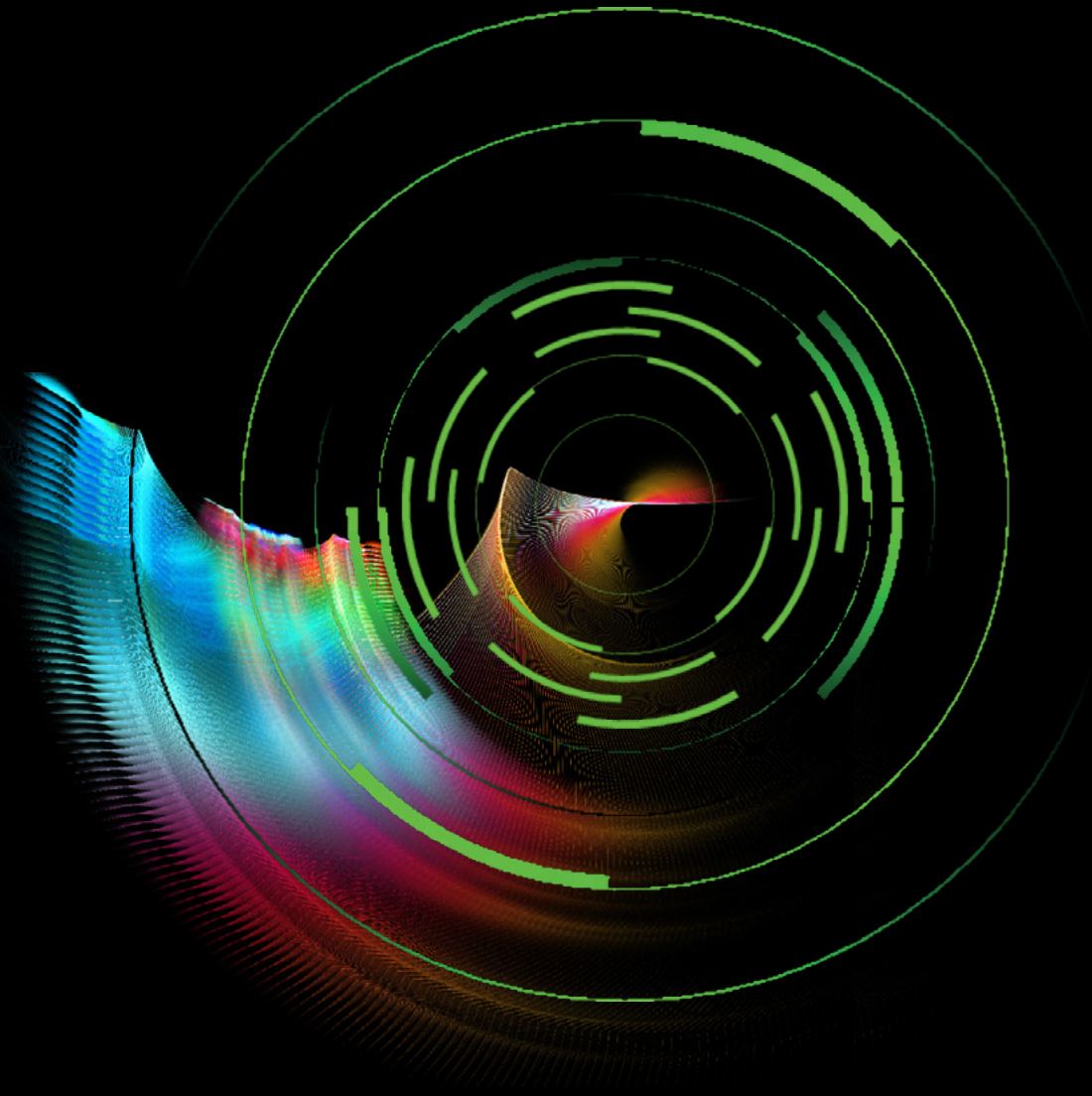


Deloitte.



**Integrated rule-based (financial)
planning with SAP BPC 10.x**
Reaching a new level

Consulting ●

Integrated rule-based planning (IRP) – pre-defined content at its best

Today, most medium and large-sized companies are facing a challenging economic environment with fast-changing markets and enormous cost pressure along the entire value chain. Given this situation, the expectations of and demands on a group-wide integrated planning and forecasting process and its technical support through state-of-the-art software are becoming more and more important.

Looking at the typical deficits of implemented planning solutions following a greenfield approach can help to illustrate the benefits that can be in addition exploited by a decision in favour of Deloitte's specific pre-defined content.

What are the common adverse results by the implementation of integrated planning solutions?

- Poor level of integration of operational planning into financial statements
- Insufficient automation between the components of the financial statements
- Lack of ability to perform cause-effect analyses to track the impact on financial statements caused by a specific plan input
- Customer-specific (non-standardized) implementation resulting in needless prolongation of project
- Unstructured dispersal of business logic over several layers, creating IT-driven black boxes
- Insufficient integration level in context of simulation and versioning
- Absence of accurate cash planning

- Lack of standardized (rule-based) business logic making that is making budget communication difficult and leading to problems of acceptance of current plan figures

Key factors for a highly-integrated planning solution

With its BW- and/or HANA-based strategic planning solution "BPC", SAP delivers a flexible and highly performing (in-memory) product to support highly-sophisticated planning processes for mid-sized and large-sized companies. When running on HANA, it additionally enhances performance which can turn out to be an important factor in complex planning surroundings.

However, performance is only part of the story. Apart from the standard functionalities of SAP BPC there are additional key drivers that have a significant effect on the outcome of an implementation project:

- High level of integration of all partial plans involved.
- Extensive automation of customer-independent business logic, like planning (and training)
- Flexibility for customer-specific logic
- Ability to maintain the logic set by the business user himself or herself

Only in combination the highest benefit can be reached to enhance the accuracy and credibility of the outcome optimally.

Exactly here the Deloitte specific content comes into play.

Standardization and automation of group-wide planning with SAP BPC

Deloitte's predefined content for SAP BPC helps you reach the next level of integrated (financial) planning

The Deloitte-specific content consists of three well-coordinated components:

- **Optimized data model**
a fundament for generally valid business logic
- **Customer-independent logic**
layer ready for adaption (rule engine and additional standard business logics)
- **Standard planning, reporting, and administration templates**
that will be customized during the implementation project

The standard model consists of a core model for the group financial statements (balance sheet, profit & loss and cash flow) and further cubes for sales, capex, cost center, and HR planning where the individual position plan and other master data of the client can be uploaded easily. Moreover it provides the prerequisites to enable a fully automatic cash flow calculation.

Flanked by a high performance rule engine that runs independently of the customer or industry, posting rules will be processed automatically, so that planners only need to provide original plan figures. All dependent follow-on postings will be derived from the rule set in a fraction of a second by the system itself at the same moment any data are entered or imported on data types specially provided for this purpose. As a result, the user can immediately see and analyze the impact on all three elements of the financial statements.

Together with this flexible generic engine for defining and processing business rules, lean data transfers passing on only the relevant data from more granular subplans to the financial statements (profit & loss, balance sheets, cash flow) guarantee a high-level of vertical plan integration. Simulations and scenario planning can therefore be immediately analyzed with regard to their impact on the single-entity and consolidated financial statements.

The strong rule-based approach allows companies to maintain the planning process fully by business users and shortens the group-wide planning process remarkably. It also avoids individual programming and reduces the business-driven logic to a language that business users deal with in their day-to-day business anyway.

Fig. 1 – Components of Deloitte-specific content

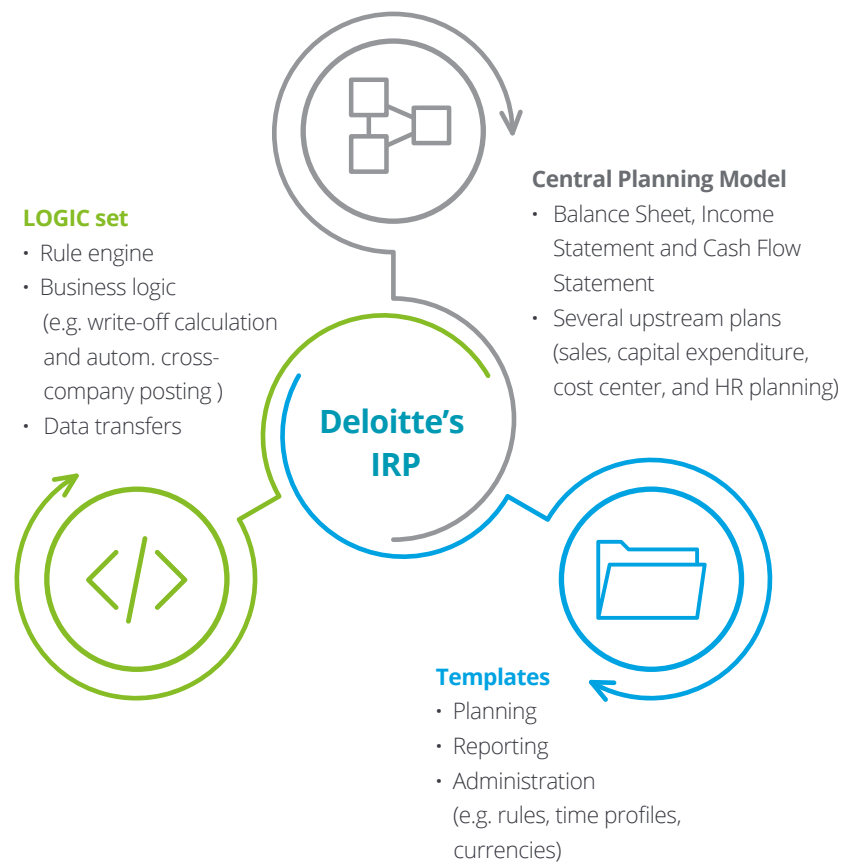


Fig. 2 – Rule engine for processing follow-on postings

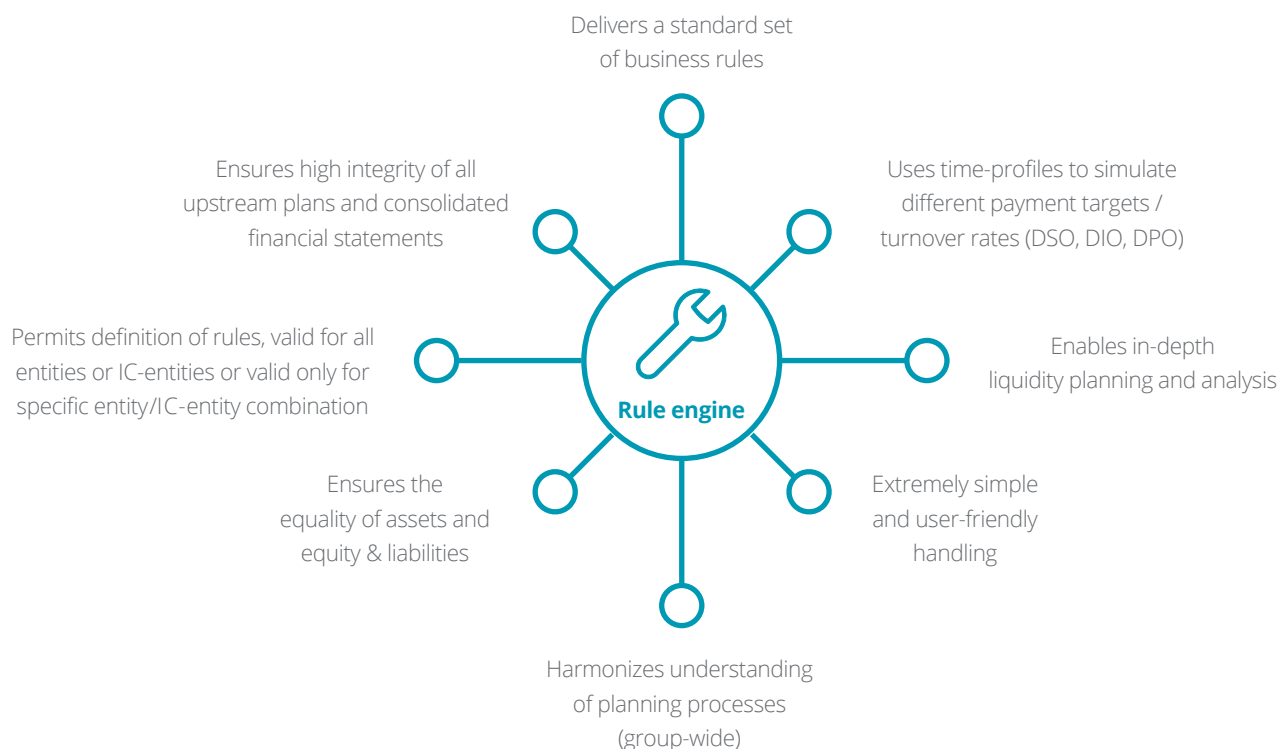
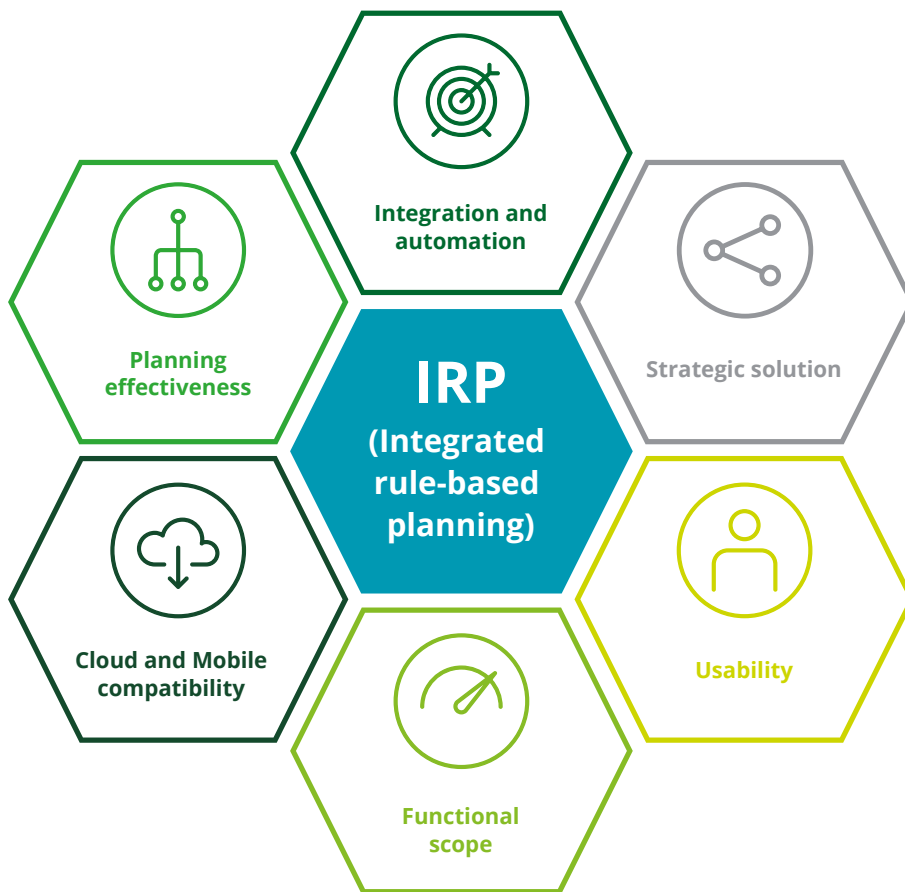


Fig. 3 – Functional scope (customer- and industry-independent features)

Rule processing and using billing profiles	Automatic cross-company posting	Balance-dependent account display	Carry-forward logic
Processing posting rules with billing profiles triggering follow-on postings	Autom. booking through of IC transactions (incl. e.g. profit transfer agreements)	Integrated logic for automatic debit/ credit shift; real-time corrections in background	Predefined logic for balance carry-forward and retained profits
Asset, equity, and provisions analysis	Integrated cash flow (direct cash flow planning)	Enhanced cash pool planning	Measure & CAPEX planning
Flow level planning; supports gross and net asset analysis	Automatically generated plan cash flow using parallel hierarchies, plan cash accounts and flow of funds	Simulation of cash pooling relationships; support for hierarchical cash pooling structures	Integration of standardized CapEx/measure planning incl. automatic depreciation calculations
Management consolidation	Integration of upstream budgets	Possible scenario and parameter planning	Data exchange with group consolidation
Separate partner and several organisational dimensions support ad hoc management consolidations	Integration of operational sub-plans via automatic data transfer to central IRP-Cube (BS, P&L, CF)	Best-Practice scenario / parameter planning due to specific model structure	Model structure ensures smooth data interchange between planning and consolidation parts of BPC

Customer benefits at a glance



Integration and automation

Group-wide planning & forecasting at the highest level of integration and automation between separate upstream plans and financial statements (BS, P&L, CF)

Strategic solution

Based on SAP's strategic product for planning & consolidation ("SAP BPC"), it represents a future-proof investment

Usability

Fully maintainable by business users (e.g. controllers)

Functional scope

Remarkable list of customer-independent core functionalities integrated into a high performance logic layer ready for deployment

Cloud and mobile compatibility

Based on SAP's strategic planning solution, it offers the same range of compatibility with regard to cloud and mobile services

Planning effectiveness

By processing generally valid business rules, it helps by shortening planning processes, harmonizing reporting, and simplifying intra-group communications

Deloitte SAP BPC competence

Specialization and training

- Specialized, well-connected BPC communities in Deloitte locations across the globe
- > 1.700 practitioners in SAP BPC



13,000
Worldwide SAP practitioners



3,000+
Live SAP systems worldwide



Tier 1
Global alliance with SAP since 1989

Projects

- > 100 successful BPC projects finalized



50+
Preconfigured, industry-based solutions



26
SAP awards in past 3 years



95%
Client satisfaction rating

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