

Faster financial modelling for BT

Enterprise-wide strategic forecasting models using Anaplan

For many years, BT adopted a bottom-up approach to financial planning. Although this gave a comprehensive view of operating performance by department, it was a complex and time-consuming process that restricted Finance's ability to produce timely and accurate financial forecasts. The level of detail also made it hard for the most important points to shine through.



driver-based modelling tool



real-time forecasting and re-forecasting



agile methodology and a global team

80/20 pragmatism

To help Finance provide leadership with clear and timely guidance at far greater pace, BT needed a completely reimagined way of working.

Our solution was to develop a new driver-based modelling tool using Anaplan – a technology platform that helps teams make better decisions based on real-time forecasting and re-forecasting – focusing on the 20 percent of BT's line items responsible for 80 percent of impact on the financials.

Using our proprietary agile methodology and a global team, we worked closely with BT Group Finance to deliver models for the entire organisation in just 12 weeks. BT led on the commercial drivers and required outputs; Deloitte provided the technical and architectural expertise to deliver that specification.

"Our new cloud solution has been a transformational step in our journey to embed driver based connected planning across the organisation. It's fast, efficient and accessible, and has been instrumental in focusing attention on the most impactful areas. It has transformed the way we generate in-depth forecast analysis."

Thomas Barnes, Senior FP&A Transformation Manager, BT Group Finance



up-to-date financial projections



close partnership



cloud solution

Faster forecasting

By adopting the driver-based methodology, BT Group Finance can now generate forecasts in just a couple of weeks, and has a greater understanding of the levers that truly influence business performance.

This means BT can maintain up-to-date financial projections for the business and Finance can counsel leadership on key factors that might affect medium term business performance with a five year outlook.

Deloitte's global capability and excellent relationship with BT and Anaplan has led to this successful transformation of process, data, tools, and ways of working. BT can now focus on what truly moves the dial and make effective performance decisions quicker and more collaboratively."

Ravi Sonpal, Deloitte Delivery Lead

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