

CORPORATE PERFORMANCE MANAGEMENT

Affordable, easy-to-use, and rapidly deployable cloud-based solution



Automating the CPM Cycle

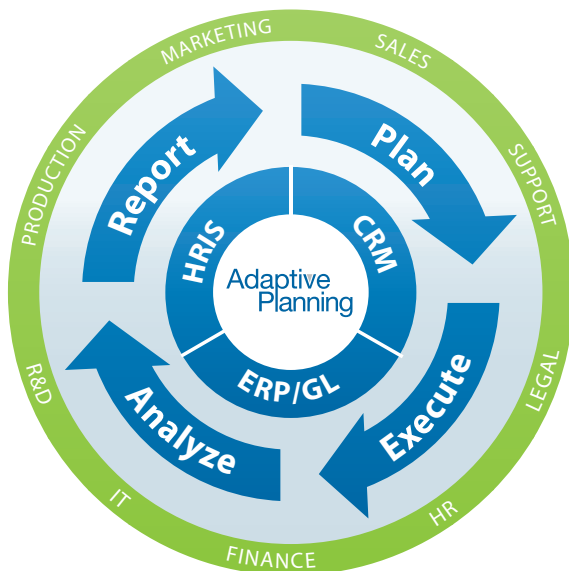
Corporate Performance Management is a cycle that begins with budgeting, and continues with comparison of actual performance against that plan. Reports and dashboards are used to analyze real-time data, and compare it to what was planned. Based on this analysis, the cycle begins again, with what-if analysis and re-forecasting. A truly integrated and automated cycle has tight collaboration among managers throughout the organization, as well as tight integration between systems – the GL and other enterprise systems, and the software used for planning, reporting, and analysis.

Companies that can achieve this automated and integrated CPM cycle can provide valuable insight into the performance of their business, and can deliver critical real-time information and analysis for strategic decision-making. They can decrease planning times and increase accuracy, improve company wide collaboration and alignment, and make better-informed decisions more quickly.

Obstacles to Success

What's holding companies back?

- **Pervasive use of spreadsheets.** Over 65% of companies still rely upon spreadsheets for planning and reporting. While spreadsheets are good personal productivity tools, they are fundamentally unsuited for complex, dynamic, and collaborative financial planning and reporting processes.
- **Large enterprise applications out of reach.** Large enterprise software applications are often too expensive, complex, time-consuming, and IT-intensive.



Integrated Corporate Performance Management

Cloud-Based Corporate Performance Management

An alternative to manual spreadsheets and expensive enterprise software, Adaptive Planning is an affordable, easy-to-use, rapidly deployable cloud-based solution that allows companies and nonprofits of all sizes to enhance the strategic value of their finance organizations and elevate their CPM cycle.

Adaptive Planning's solutions provide extraordinary value compared to both spreadsheet-based planning and enterprise software alternatives. We provide a complete, integrated application for budgeting, forecasting, reporting, consolidation, and visual discovery that requires only a web-browser to be used. We've combined the look and feel of a spreadsheet, with the power of a multidimensional database application, and easy-to-use drag-and-drop functionality.

As a company, we're highly focused on customer service – and are proud to have been named #1 in customer satisfaction in industry surveys. We also strive to be open, transparent, and easy to do business with. Our customer service and leading solution provide a winning combination for any company looking to transform its CPM cycle.

The Adaptive Planning solution helps companies implement best practices in the area of integrated corporate performance management:

- **Reduce CPM cycle time and cost,** with automatic consolidation of data, automatic integration of data from other systems, fully integrated financial statements, and driver-based financial models.
- **Drive better, fact-based decisions,** with a centralized application automatically integrating both plan data and actual data from the GL and other enterprise systems.
- **Improve alignment, participation, and collaboration among the management team,** by providing them with a clear process, an easy-to-understand data collection tool, real-time dashboards and scorecards, and an interactive, self-service, easy-to-use reporting platform.

The Software as a Service Advantage

Adaptive Planning is a breakthrough solution in large part because of our Software as a service (SaaS), cloud-based delivery model. Our SaaS solution is affordable, deploys in just weeks, and does not require new hardware, software, or IT support.

Low-cost. Adaptive Planning's SaaS solution has a much lower total cost of ownership than on-premise alternatives – up to 77% less over four years, according to analyst firm Hurwitz & Associates.

No IT involvement required. As a SaaS solution, no new hardware, software, or IT support is required for initial implementation or ongoing maintenance. As a result, unlike with on-premise software, finance can move forward without needing to rely on an already over-burdened IT organization.

Automatic upgrades. All users immediately get access to new features, without the need for ongoing IT support.

Rapid Deployments. Implementation time can be fast; projects go live in a matter of weeks, which means they are low cost with immediate impact.

Intuitive and easy to use. Its web-based, spreadsheet-like interface means that even people without strong finance skills can participate in financial planning processes. This increases adoption and collaboration across the company.

Accessible worldwide. Adaptive Planning's cloud-based solution goes live quickly and is immediately accessible to employees spread across multiple locations.

Low risk. Unlike large on-premise applications, which have high upfront license fees and lengthy – and costly – implementations, Adaptive Planning is low risk. No new IT resources are required, implementations are short and affordable, and the subscription model allows customers to cancel at any time. Free trials allow companies to test drive the solution ahead of time. And our large customer base can provide extensive references.

High customer satisfaction. Because SaaS is truly a service business model, there is a profound cultural difference in doing business with Adaptive Planning versus traditional enterprise software companies. And it shows – we have received the highest customer satisfaction marks in numerous independent industry surveys.

Product Feedback. Our SaaS delivery model facilitates frequent product releases and a disruption-free upgrade process for customers. In addition, as part of an ongoing commitment to delivering top-rated customer service, our Product Feedback feature provides customers a way to share their ideas for product enhancement and request new features from within the Adaptive Planning application. They can also vote for product capabilities and stay informed about the status of their suggestions. This enables us to provide faster response to customer needs, and bring more enhancements sooner to customers.

“I appreciated that Adaptive Planning was very accessible and flexible. I could begin working on building our model immediately, with no start-up costs, and no IT infrastructure required. The documentation and training were also excellent.”

–Stephen Smith, Finance Director, Johnson Matthey Fuel Cells

“The SaaS delivery model really impressed us. We didn't have to install new servers and train IT. And the implementation was absolutely turnkey”

–Jeff Chalmers, VP Finance, Geeknet

BUDGETING & FORECASTING

With Adaptive Planning's centralized, web-based solution, you no longer need to manage multiple versions of spreadsheets and complex consolidations of data, or worry about departments using the current version of the plan. By eliminating many of the low-level tasks associated with spreadsheet-based planning, your team can focus on strategic analysis and higher-level business decisions – turning a low-value process into a true competitive differentiator.

Benefits

- Dramatically reduce budgeting and forecasting cycle times – by up to 90%
- Decrease errors and improve accuracy
- Easily and automatically integrate data from your GL and other systems
- Streamline timely and thorough reporting and analysis, including what-if scenarios
- Deliver more complete and frequent forecasts, including rolling forecasts
- Make faster, more informed, and better business decisions
- Improve ownership by department managers and company wide alignment

Features

Complete Set of Planning Elements. Plan personnel, expenses, capital spending, sales, assets, liabilities and equity.

Integrated Financial Statements. Link elements to create a complete set of dynamic financial statements, including P&L, Balance Sheet, and Cash Flow.

Driver-Based Planning/Operational Metrics. Use drivers or metrics such as headcount, units, prices, square footage, etc. to plan.

Unlimited Custom Dimensions. Create unlimited number of customized dimensions to categorize data, e.g., departments, business units, projects, products, etc.

Automated Consolidation and Rollups. Automatically consolidate and rollup data across all dimensions into the total company model.

Multiple Line Item Detail. Split any account into as many rows as desired, with notes and descriptions, providing detailed support behind numbers.

Global Assumptions. Create centralized assumptions that can be managed in one place and used across the organization.

Dynamic Formulas. Easily create formulas with the point-and-click Formula Assistant Reference data and assumptions from anywhere in the model, subject to user security.

Workflow. Automatically manage the plan submission and approval process.

Notation. Use notation throughout the application.

Audit Trail. Search to find changes to data, filtering on such fields as users, time ranges, departments, accounts, custom dimensions, etc.

Multiple Currencies & International Users. Use multiple currencies in planning, integrating data from other systems, and reporting, with automatic currency conversion. Use multiple languages.

Web-Based Access. Access the application anywhere, anytime, using web browsers. No new software, hardware, or IT support is required.

Document Repository. Collaborate with other users by storing and sharing documents (e.g., MS Office files) related to budgeting, forecasting, and other corporate performance management activities.

“With Adaptive Planning, we were able to save approximately 600 man hours in the first budgeting cycle alone, which allowed our team to spend more time on high-value analysis rather than lower-value process management.”

–Phil McAllister, Director of Budgeting and Internal Reporting, Pep Boys

REPORTING & ANALYSIS

Adaptive Planning's drag-and-drop report builder puts powerful yet easy-to-use web-based reporting in the hands of finance, budget managers, and executives. Reports are easy to create, fast to run, and always reflect up-to-the-minute, real-time data. By providing an easy way to analyze summary or detailed data and multiple scenarios, Adaptive Planning allows users throughout a company to make faster, more informed business decisions.

Benefits:

- Slice and dice actual and plan data in order to understand profit by product by region, expenses by project and by department, and similar analyses
- Obtain at-a-glance views of KPIs, graphs, metrics, and tables
- Perform timely and accurate ad-hoc reporting
- Generate and distribute real-time reports with no waiting
- Avoid dependence on IT report writing and analysis
- Provide self-service reporting to department users, freeing up finance resources
- Enhance visibility into performance for all budget managers and executives
- Establish a single version of the truth that includes historical and forecast data
- Easily compare multiple versions and scenarios

“Adaptive Planning has allowed us to streamline our management reporting process. What’s more, we have been able to improve what-if analysis, and have greater visibility into line level information, so we can make better decisions as we manage the overall business. And we are able to do all this with fewer resources on the finance team.”

—Christopher Reale, Director of Corporate Planning & Analysis, Konica Minolta

Features:

Drag-and-Drop Report Builder. Create sophisticated reports and analyses with ease. Select desired items from a menu, drag them onto a graphical workspace, choose formatting options, and generate the report.

Choice of Dimensions in Rows and Columns. Easily design your own report. Choose from among your company's dimensions, such as business unit and projects, as well as accounts, metrics, assumptions, and time periods.

Filters and Parameters. Limit the data displayed in a report by filtering it by any combination of dimensions, such as a specific sales territory in a certain region. Create a prompt before viewing, for users to select which dimensions to include in the report.

Annotations. Include collaborative explanations, comments and questions on reports. Include an ongoing thread with input from more than one user, or single explanations, e.g., of a variance.

Automatic Security/Streamlined Set of Reports. Create one set of standard reports for a group of users (e.g. P&L or Sales Detail) and be confident that users will see only data allowed in their security profiles. Eliminate risk of inadvertently exposing sensitive information, and the need to create a separate set of reports for each user.

Drill-Down. Allow users to analyze the underlying data that contributes to a specific total or rollup value via real-time drill-down capabilities. Go as deep as you want.

Transaction Reporting & Analysis. Automatically integrate transaction-level detail from other enterprise systems, and drill into it to analyze actual data and variances.

Multi-Version Variance Reporting. Compare actual, budget, and forecast data, and display variances as values and/or percentages.

Output Formats. Generate tabular and graphical reports, in HTML, PDF, or Excel.

Report Books. Group, save, generate, and distribute reports together with a single request, e.g., for board packages and month-end management reporting.

Email Reports. Easily share reports by via email link.

Snapshot Reports. Save and store “point-in-time” reports complete with annotations, for archiving.

In-Report Calculations. Create calculations on the fly within reports, such as adding different business metrics or derived financial calculations.

ADAPTIVE DISCOVERY

With Adaptive Discovery, business users can easily compile, display and explore data from multiple systems and lines of business with highly visual, interactive dashboards and scorecards. The application's intuitive visual presentation, interactive drill-down, and sophisticated analytics allow companies to gain insights and do analysis not possible in other systems. Adaptive Discovery is mobile, so you have instant insight wherever you go.

Benefits:

- Presents data in ways people can easily grasp
- Makes trends and patterns in data obvious
- Visualizes actual and plan data from multiple systems and lines of business – useful even to operations staff not involved in budgeting and forecasting
- Provides quick and intuitive interactive drill-down to identify root causes
- Enhances ability to obtain fast answers to questions and make decisions
- Requires minimal training and ensures quick adoption with crisp, clean, easy-to-understand interface
- Allows users to work smarter and faster, spending less time creating reports and more time gaining important insight from data

Features:

Highly Visual Graphics. Visualize data on dashboards and scorecards, which can take many tabular and graphic forms, e.g., line, column, area, bar, pie, gauge, list, etc.

High Level of Interactivity. Drill down and filter by any relevant dimension. Alter time periods and level of data displayed, for a customized user experience.

Hierarchical Drill Trees. Display the starting point and the path taken, so that you always know where you are and where you came from.

Color-Coded Alerts. Zoom in on data that requires attention. Specify zones for any metric (e.g., Excellent, Good, Bad, Critical). Trigger alerts when data falls outside ranges, or varies from goals. Base alerts on trend lines, automatically computed using multiple statistical algorithms.

Analytics. Use sophisticated but easy-to-use algorithms, comparisons, and trend analysis to aid in understanding of data. Interactively apply different analytics and immediately visualize the results.

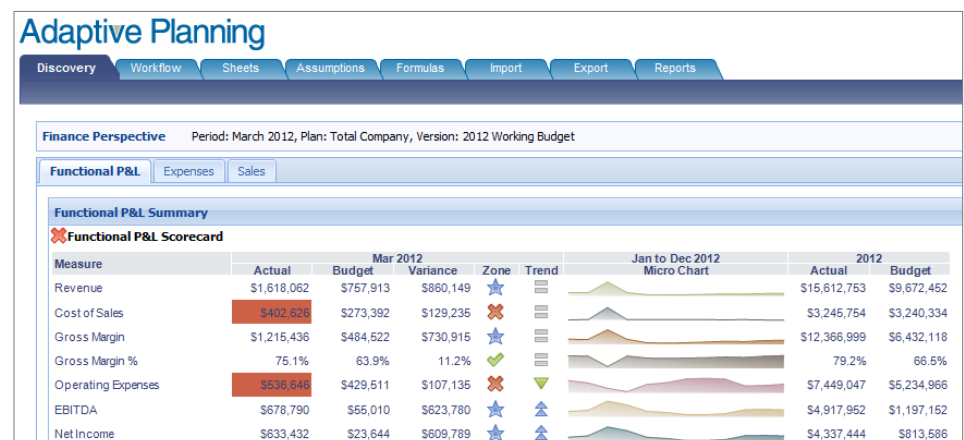
Perspectives. Organize dashboards and scorecards into logical groups, customized to show data most meaningful to different types of users, e.g., finance, sales forecasters, line of business managers, and executives.

Personalization. Easily personalize the content, layout, and visualization of your own dashboards, using a simple drag-and-drop interface. Keep dashboards private, or share with other users.

Unlimited Dimensions. Visualize data with unlimited custom dimensions, such as projects, products and customers.

“Adaptive Planning has really improved our ability to manage. Once or twice a month, we bring in our actuals, see how we’re trending and make course corrections as needed. It’s easy to re-plan on the fly.”

–Shilo Jones, President, evo



Example of Dashboards in Adaptive Discovery.

MODEL BUILDING & ADMINISTRATION

Benefits:

- Easily build, modify, and maintain multi-dimensional financial models – without programming experience or help from IT
- Create driver-based plans for greater accuracy and integrity
- Ensure consistency and make rapid changes via centralized assumptions and formulas
- Customize data entry sheets for end-users – without consolidation headaches
- Build different models for different functions, or use one model across the company
- Simplify model-building by using pre-built formulas for payroll taxes, revenue recognition, depreciation, etc.
- Centrally control user permissions and access rights
- Use workflow to manage submission process and control data availability

“Adaptive Planning proved to be much better than what other vendors could offer. The ability to build a model in Adaptive Planning that matched our unique business requirements was a huge advantage over other, more rigid solutions.”

–David Smith, Head of Financial Management and Performance, Alternative Futures Group

Adaptive Planning’s intuitive modeling environment makes it easy for administrators to create and maintain their financial models, including assumptions and formulas, data from other systems, and permissions and access rights of end users.

Features:

Department, Account, and Custom Dimension Trees. Use import or drag-and-drop to easily create and modify hierarchical structure for departments or cost centers, chart of accounts, and custom dimensions. Changes are automatically reflected in financial statements and other reports.

Multiple Account Types. Utilize multiple account types to hold financial data (GL accounts), plus non-financial and operational data, and KPIs.

Configurable and Customizable Data Entry Sheets. Provide managers with intuitive, spreadsheet-like data entry sheets customized to show only relevant data. Manage sheet customization for all users in one place, eliminating the need for separately created and managed sheets for each user.

Sheet Templates with Formulas. Use pre-configured sheet building templates, including formulas, to quickly create models for personnel, capital, sales, or other specific planning.

Centralized Assumptions & Formulas. Establish centralized assumptions and formulas, with the ability to lock these from user editing.

Allocations Modeling. Build driver-based models to allocate any data anywhere in the model.

Version Management. Create unlimited versions of the model, including versions that only finance staff can access.

User Security. Define who has access to what data, ensuring that information is shared only with appropriate users.

Expense Analysis										
Plan: Total Company Time: Mar-2012										
Description: Use to view the current budget vs. actual, prior month, and prior year's data. Plans: Total Company (Rollup) Currency: United States of America, Dollars										
	Mar-2012					YTD as of Mar-2012				
	Actuals	Budget	Var %	% Var PM	% Var PY	Actuals	Budget	% Var	% Var PM	% Var PY
Operating Expenses	663,216	619,128	-2%	0%	-4%	1,968,274	1,804,634	-8%	-1%	-3%
Payroll	327,481	415,808	31%	0%	-3%	983,063	1,189,416	21%	-1%	-3%
Taxes & Benefits	101,743	109,937	9%	0%	-1%	303,307	333,905	10%	-1%	-1%
Office Expenses	102,158	69,809	-22%	0%	-13%	286,292	198,657	-31%	-4%	-7%
6410 Training	7,197	180	-10%	0%	-97%	9,588	518	-95%	-73%	-94%
6420 Equipment Rental	6,402	2,400	0%	0%	-63%	11,106	7,200	-35%	-37%	-36%

Example of Report with Conditional Formatting.

MULTIPLE INSTANCES

The Multiple Instance functionality is designed to support the complex planning and reporting requirements of companies that manage autonomous organizations or functions. This capability enables a centralized headquarters organization of a company to set up, link together, and manage multiple Adaptive Planning financial models (“instances”), and to coordinate planning and reporting among multiple autonomous organizations.

Benefits

- Greatly improve coordination of planning, reporting and analysis in complex organizations, and smaller companies with disparate planning requirements
- Preserve organizational autonomy, eliminating need for one-size-fits-all approaches
- Automatically consolidate data across multiple entities, even with different structures and planning cycles
- Decrease planning times by up to 90% – freeing time for better business decisions
- Decrease risk by deploying in phases to ensure success

Features

Unlimited Instances. Utilize an unlimited number of instances and levels of hierarchy.

Independent or Unique Instances. Provide each entity with its own instance, which can have independent or unique organizational structures, cyclicity, fiscal years, charts of accounts, dimensions, versions, users, permissions, data entry templates, and integration with other systems.

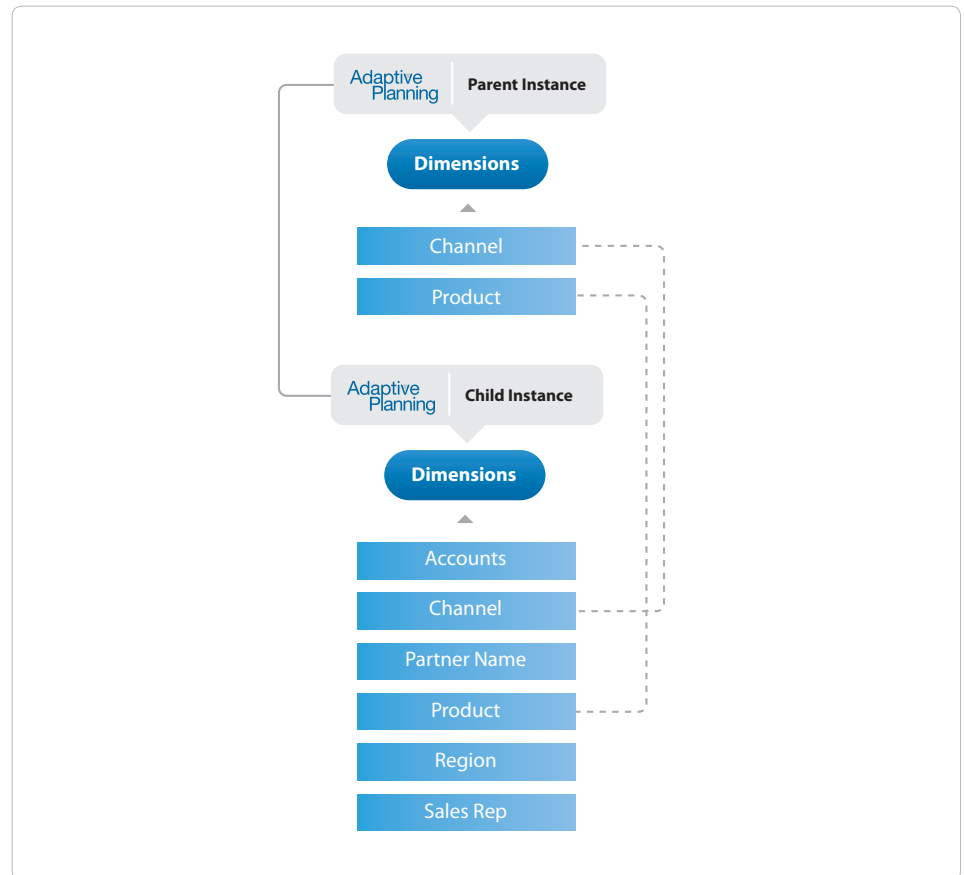
Private or Shared. Specify which data is shared and which is kept private to the instance.

Automatic Consolidation. Automatically consolidate data designated to be shared from “child” instances to the “parent” instance.

Drill-Down. Drill-down into data from parent to child instance, with ability to toggle seamlessly between instances.

“We use Adaptive Planning to build our annual budget for each of our legal entities. The ability to upload actuals from the general ledger and re-forecast our plan quarterly enables us to review historical actions, trends and projections, and to monitor our headcount and spending. We could not do this so easily without Adaptive Planning.”

–Gwyn Goodrow, Director, FP&A and Payroll, Shared Technologies



Data Integration

Effective planning and reporting – including annual budgeting, rolling forecasts, variance analysis, and what-if scenarios – requires tight integration with multiple systems. Adaptive Planning provides a full range of integration options for general ledgers and other enterprise applications, such as ERP, CRM, and HR systems, located both on-premise and in the cloud.

Flat File. Standard Adaptive Planning functionality includes the ability to import data via Excel files, and to export data to Excel or flat files.

Web Services APIs. Adaptive Planning APIs (Application Program Interfaces) can be used to develop custom integrations with on-premise and cloud-based applications.

Adaptive Planning Connectors for On-Premise and Cloud-Based Applications. Adaptive Planning Connectors enable automated data integration between Adaptive Planning and other enterprise systems, located either on-premise or in the cloud. Connectors are available for the most common source systems and databases, and may be deployed at any time during or after implementation.

Benefits of Connectors

- Save time through automation
- Achieve streamlined and secure data integration
- Obtain up-to-the minute visibility into variance from plan
- Eliminate systems interface design cost and user errors

Features of Connectors

- Fully customizable for all data sources
- Support simple to complex mapping requirements
- Extract, transform and load data automatically
- Support audit and exception reporting, including email alerts
- Can be scheduled to import hourly, daily, monthly, or on-demand

Professional Services & Support

Adaptive Planning is proud to deliver top-rated customer service, with a Professional Services and Support team staffed with seasoned finance professionals, whose deep product expertise, best practices knowledge, and practical real-world budgeting, forecasting and reporting experience is a real asset to our customers.

Adaptive Planning provides a full range of professional services, including:

Implementation and Application Consulting. We deliver a range of services that are highly flexible and designed to fit your organization's business planning processes, as well as your budget requirements and timeline.

Training. Our customers tell us that Adaptive Planning is easy to learn, with an intuitive web-based interface that looks and feels like a spreadsheet. Administrator and end-user training is designed so that our customers can be completely self-sufficient. We provide formal classes complemented by open access to product documentation, self-paced videos, no-cost refresher and new feature training, and an interactive knowledge center. We also provide customized and advanced expert training and certification.

Support. Adaptive Planning's world-class Support team is staffed by highly qualified finance professionals who combine deep application knowledge with strong domain expertise in financial planning and analysis.

World-Class Security and Uptime

Adaptive Planning provides world-class security and uptime. We partner with an IT services firm for datacenter operations, including infrastructure services, physical security, and backup and disaster recovery services. Additionally, the Adaptive Planning solution features the strongest encryption protocols; user IDs, passwords, and granular user access controls; and a multi-tenant architecture that keeps every company's data separate from others'. We are committed to delivering world-class customer service. This includes not only delivering top-notch uptime, but also publicizing our actual performance, which averages 99.995%.

Traditional Enterprise Software	Adaptive Planning SaaS Solution
Large upfront license fees – high risk	Low annual subscriptions – minimal risk
Long, costly implementations – 6 months	Rapid, affordable implementations – a few weeks
Must buy software before you can use it	Free trial available
New releases once per year	New releases 4 times per year
New features require an IT upgrade	New features delivered automatically
New hardware and software required	No new hardware or software required
Requires IT support and maintenance	No IT support or maintenance required
Security dependent upon in-house IT	World-class, 3rd-party security
Poor customer satisfaction	Superior customer satisfaction

Comprehensive Planning Capabilities

Using the Adaptive Planning budgeting and forecasting functionality and model building capabilities, companies can build extensive financial planning models that drive fully integrated income statements, balance sheets, and cash flow statements.

Revenue Planning

Revenue planning commonly includes dimensions such as product and customer, and driver-based planning, using some variation of $\text{units} \times \text{price} = \text{revenue}$. Integrating actual sales data from other systems is also commonly required. Adaptive Planning easily handles all of this and more. Here are a few examples of what you can do:

- Automatically integrate with CRM or other systems to incorporate real-time sales data.
- Use unlimited custom dimensions, e.g., product, customer, channel, sales rep, etc.
- Use lookup tables to automatically drive calculations.
- Use a Cube Sheet, a special kind of sheet especially designed to facilitate multi-dimensional sales forecasting.
- Design your own planning sheet with customizable columns.
- Use spread tables to drive values over time, e.g., for revenue recognition or deferred revenue.
- Use driver-based planning to drive costs, staffing requirements, etc. from the sales plan.

In addition, our optional Sales Planning & Analysis Solution leverages our Connectors for integration with CRM applications, and the powerful Multiple Instance functionality, allowing automatic consolidation of sales pipeline data with financial planning data.

Personnel Planning

Headcount planning is often a detailed exercise that gets significant attention during the planning process. Calculations can include payroll taxes, bonuses dependant on company profitability, and much more. And headcount is often tracked and planned using multiple dimensions. All of this, and more, is possible in Adaptive Planning. Here are just a few examples of what you can do:

- Plan by employee or by groups of employees.
- Automatically integrate actual HR data.
- Use unlimited custom dimensions, e.g., employee type, job code, etc.

- Use pre-configured personnel sheet-building templates to speed up creation of sheets and formulas.
- Design your own planning sheet with customizable columns.
- Use lookup tables to automatically drive calculations.
- Automatically calculate payroll taxes in detail, by employee, or take a high-level approach.
- Automatically calculate salary raises in a variety of ways.
- Allocate headcount across departments, projects, etc., and have expenses automatically follow.
- Count headcount different ways, e.g., FTE, non-contract employees, etc.
- Spread employee expenses across the year in a variety of ways, e.g., 4-4-5, paydays, etc.
- Use driver-based planning to drive revenue from headcount, or headcount from production plans, etc.
- Establish tight user security, ensuring confidentiality of salary information.

Capital Asset Planning

Capital expenditure affects all of the company's financial statements: the P&L, balance sheet, and cash flow statement. Capital planning often needs to be driven from other planned events, such as new headcount, increased production, or company expansion. Adaptive Planning has many features that facilitate capital asset planning. Here are a few examples of what you can do:

- Use spread tables to automatically drive capital spending into depreciation expense.
- Calculate depreciation in various ways, e.g., straight line, declining balance, etc.
- Use unlimited custom dimensions, e.g., projects, asset classes, etc.
- Use pre-configured capital sheet-building templates to speed up creation of sheets and formulas.
- Use driver-based planning to drive capital spending from headcount, production units, etc.
- Use automatically integrated financial statements to model effect of capital spending on P&L, balance sheet, and cash flow.

Allocation Planning

Allocations can be as simple as allocating overhead departments, or can be complex, multi-tiered schemes. Regardless of the complexity, Adaptive Planning is especially suited to modeling allocations. Here are a few examples of what you can do:

- Use multiple account types to hold financial and non-financial data, e.g., square footage.
- Use driver-based planning to reference data from anywhere in the model and drive it anywhere else.
- Establish centralized allocation assumptions and formulas, and lock these from user editing.
- Create special user security rules to allow users to enter data where they would not normally have access, e.g. for an IT manager planning computers in all departments.
- Create audit sheets to ensure that allocations balance.
- Rely on automatic currency exchange to drive allocations accurately using multiple currencies.

Other Expense Planning

Here are a few examples of what you can do in other expense planning:

- Create as many dimensions as you need to track expenses, e.g., project, fund, program, etc.
- Use drivers such as cost per trip, or data from elsewhere in the plan, such headcount, to plan spending.
- Utilize multiple account types to hold financial data, plus non-financial data such as call volume.
- Establish centralized assumptions and formulas, with the ability to lock these from user editing.
- Plan spending in detail, using multiple line items in any account.

Balance Sheet/Cash Flow Planning

Fully-integrated financial statements usually include balance sheets and cash flow statements. Many balance sheet items are driven from P&L accounts, and cash flow reflects changes in balance sheet accounts. Adaptive Planning does an excellent job in the area of balance sheet and cash flow planning. Here are a few examples of what you can do:

- Link plan elements to create a complete set of dynamic, integrated financial statements.
- Reference data from anywhere in the model to drive accounts receivable from sales, accounts payable from spending, etc.
- Use pre-configured sheet-building templates to speed up creation of balance sheets and cash flow statements, and related formulas.
- Create centralized assumptions that can be managed in one place, e.g., DSO, etc.
- Easily perform what-if analyses based on different cash requirement scenarios.
- Plan and report in multiple currencies, and model balance sheet items such as cumulative translation adjustments.

“In a challenging operating environment, the ability to have real-time visibility into our results, analyze the numbers, and make adjustments to manage cash flow, inventory and staffing at a store level has been a tremendous advantage for Papyrus.”

–Tom Shaw, CFO, Papyrus

“Providing the management team with monthly budget vs. actual reporting is less resource intensive for the finance team now. With Adaptive Planning it is easier to disperse information to the organization. In addition, the ability to make changes in the personnel model and automatically update the budget results in significant time savings for the organization.”

–Jennifer Meyers, VP of Finance, Westerra Credit Union



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