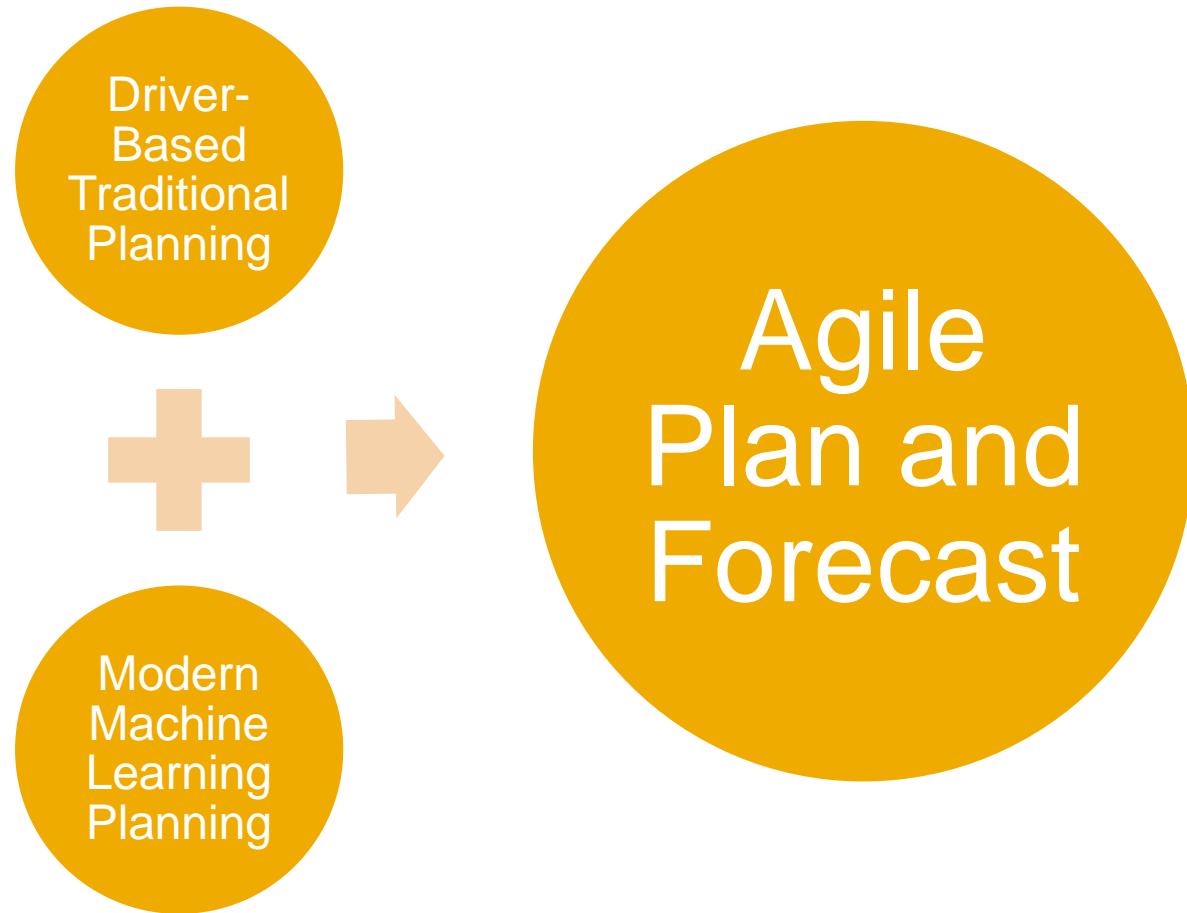


SAP Profitability and Performance Management Agile Plan and Forecast Modeling Content – Details

Digital Transformation Optimizes Cost Management



Discover, analyze and optimize companies:

- Financial data on a granular level
- Forecast and planning results with:
 - Driver-based planning
 - Machine learning and stochastic planning models
 - Clustering algorithms
- Reduce forecasting errors by up 30 to 50%*

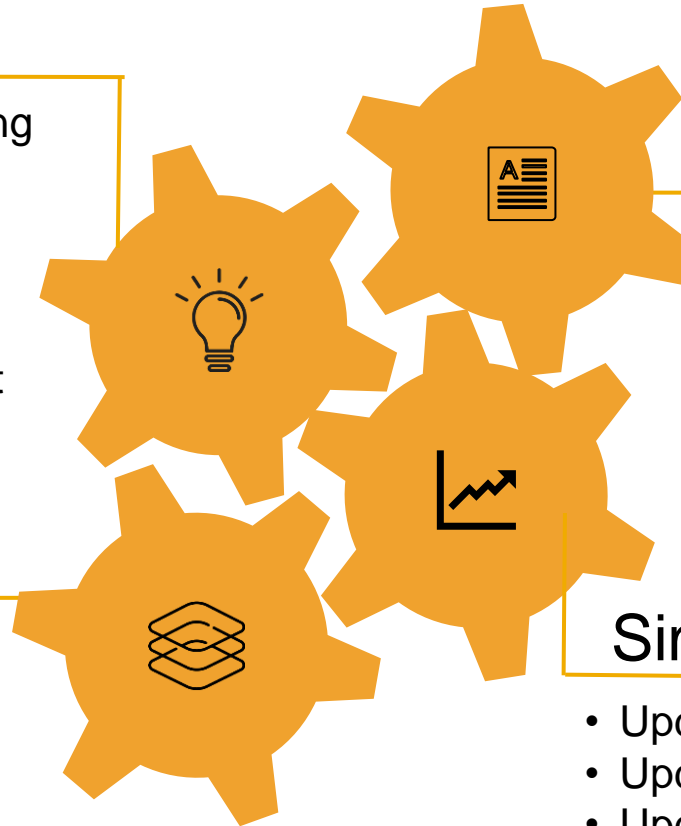
Agile Plan and Forecast Modeling Solution Overview

Key Features

- Deterministic planning and forecasting
- Predictive planning with machine learning
- Planning with deep learning and stochastic models
- Traceability of revenues and costs at granular level

Dimensions

- GL account
- Company
- Cost center
- Functional area
- Amount
- Posting date ...



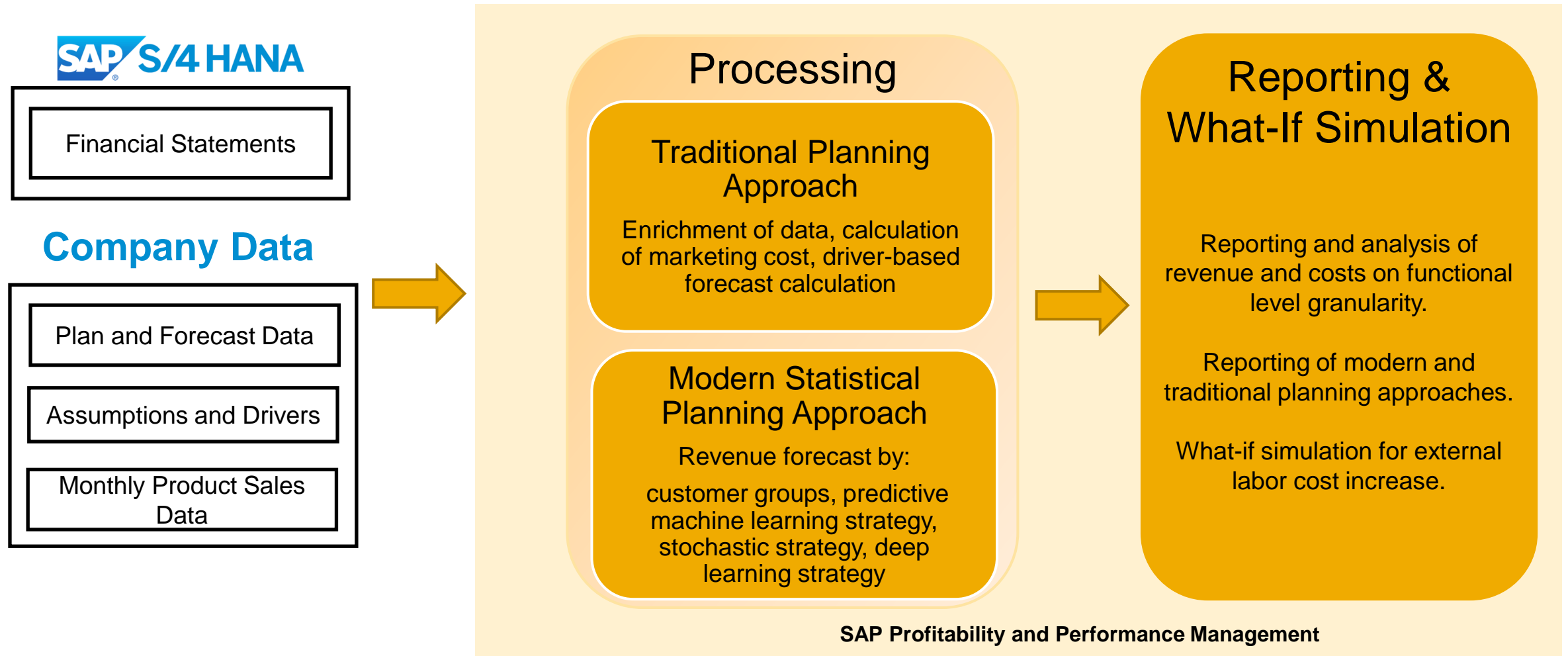
Reporting

- General ledger data overview
- Analyze revenue distribution by region and customer class
- Product revenue growth
- Forecasting with machine learning and traditional planning models

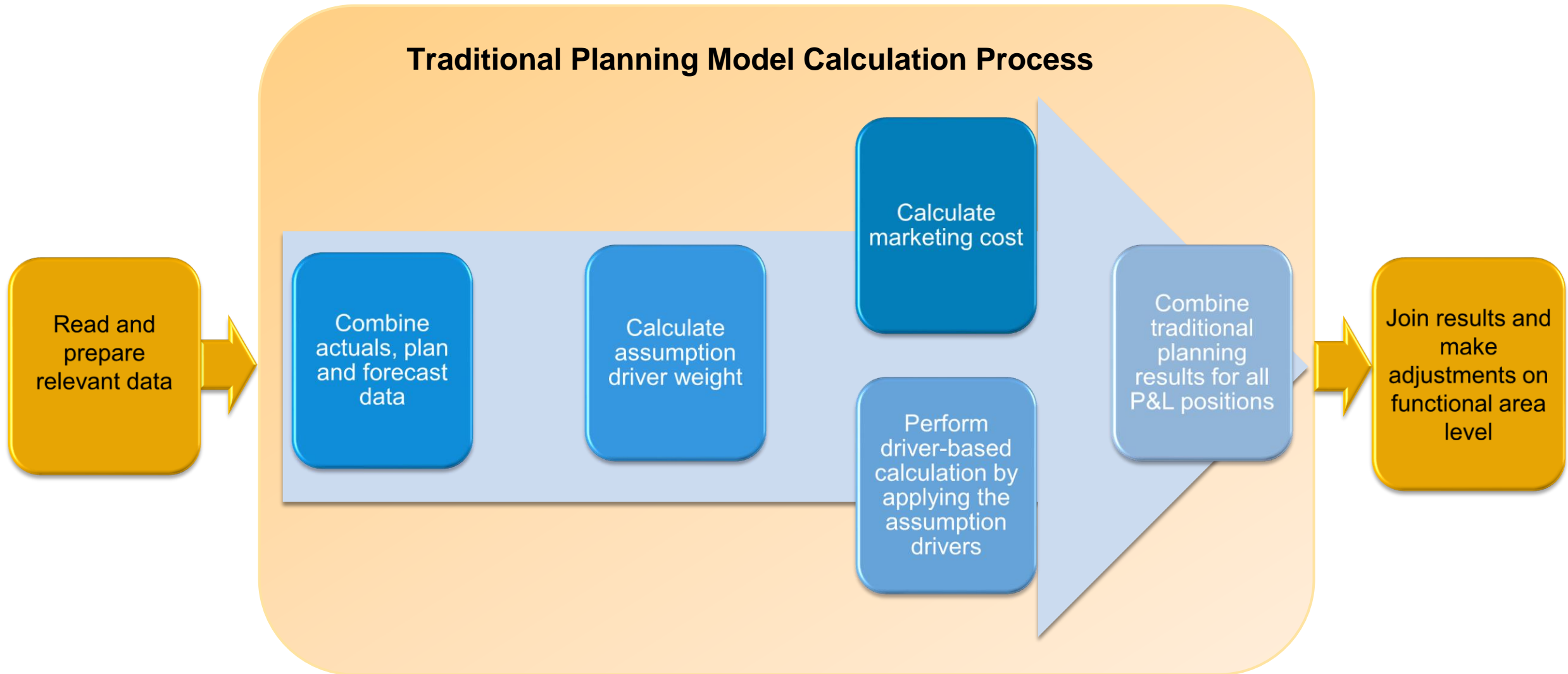
Simulations

- Update planning assumptions
- Update marketing cost assumptions
- Update external labor cost

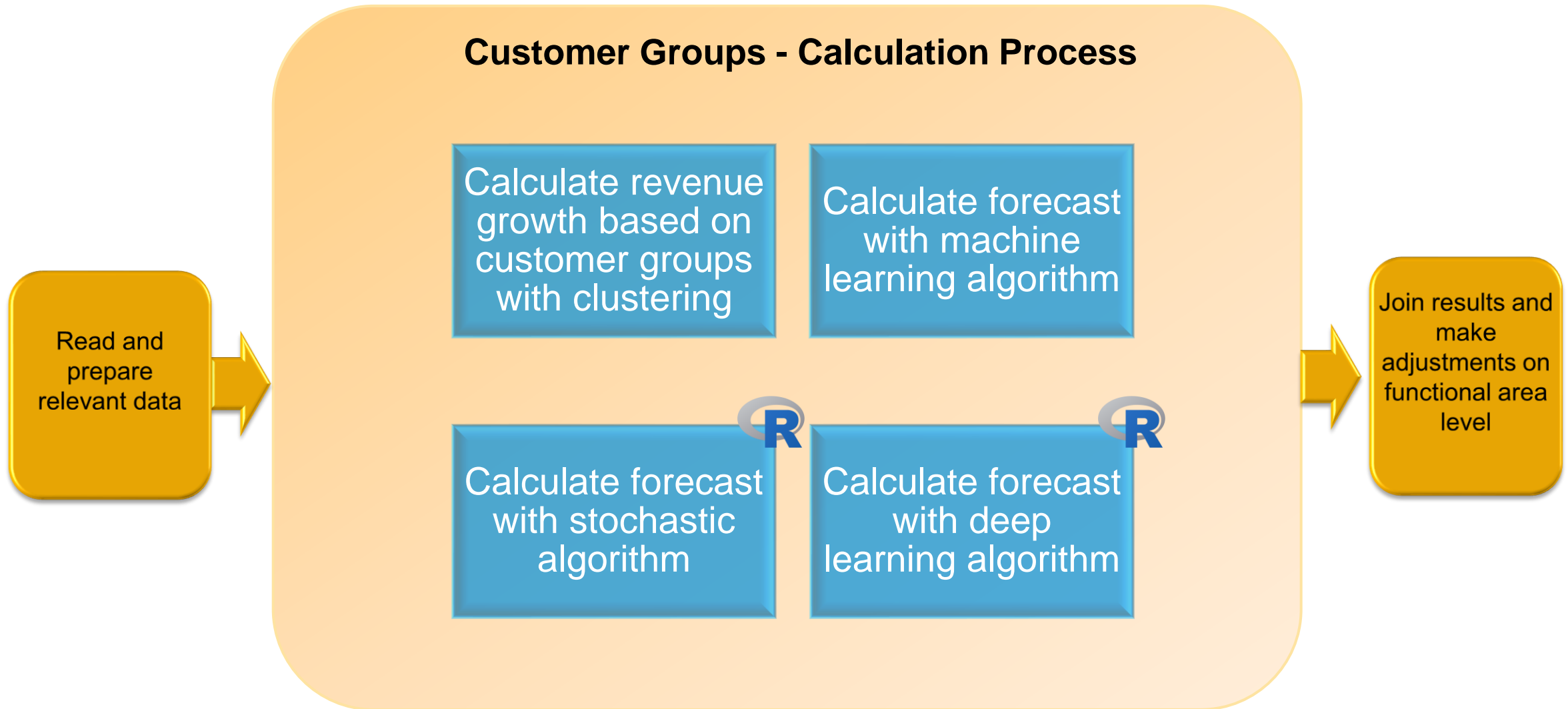
Overview – Agile Plan and Forecast Modeling - Data Sources, Processing and Reporting



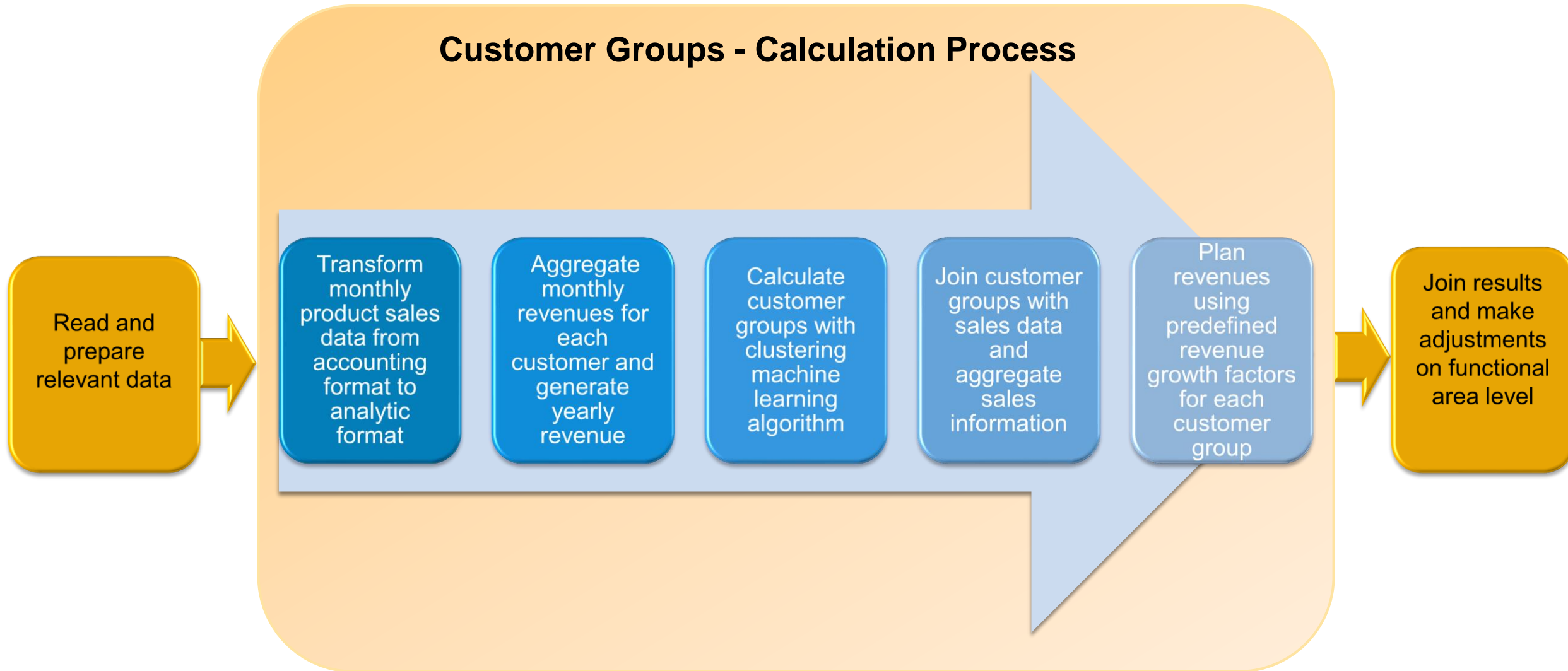
Processing – Traditional Planning Approach



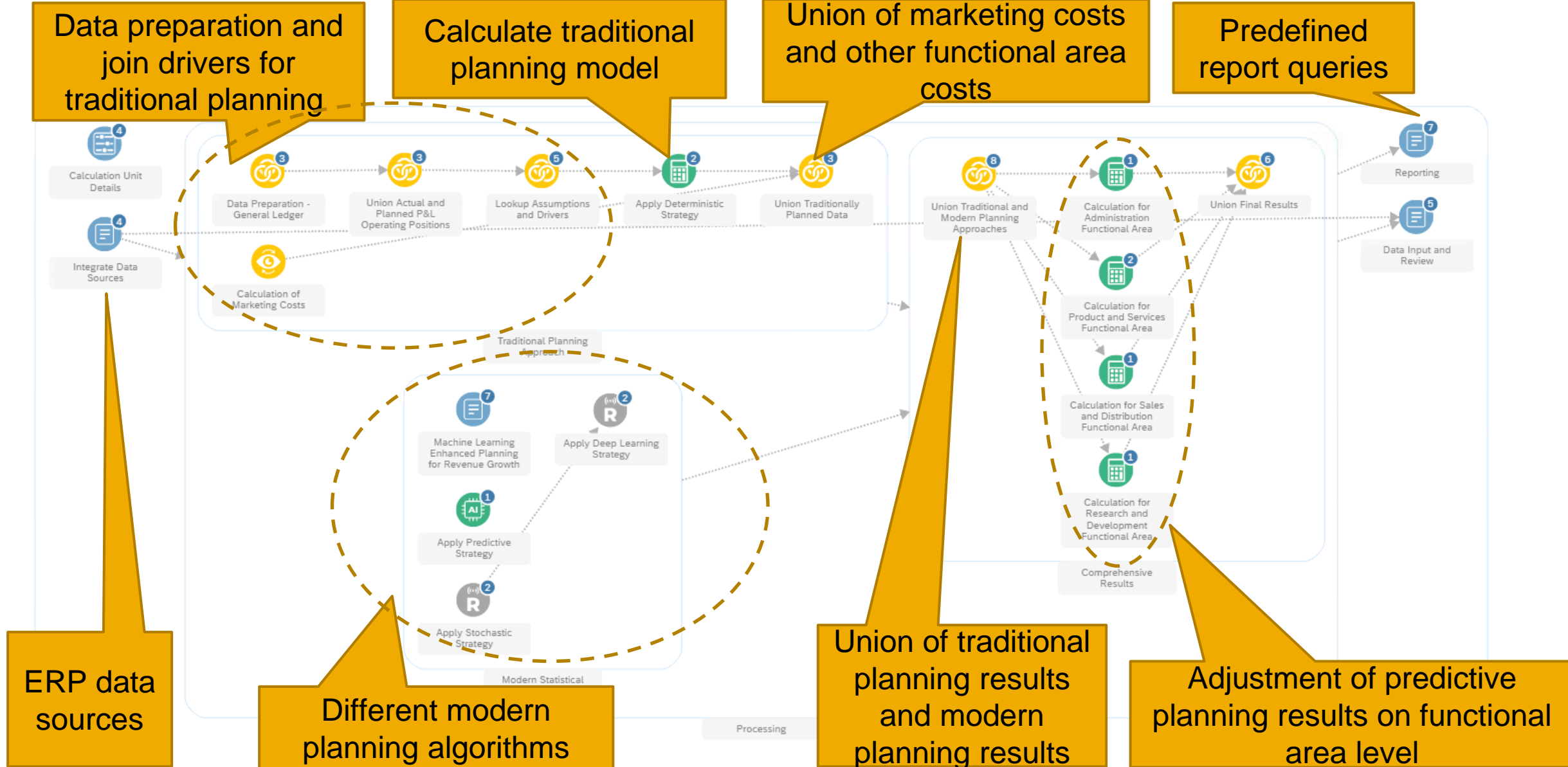
Processing – Modern Statistical Planning Approach



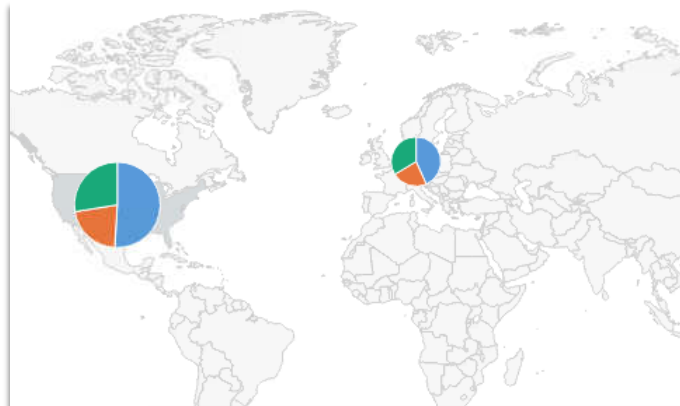
Processing – Revenue Growth based on Customer Groups



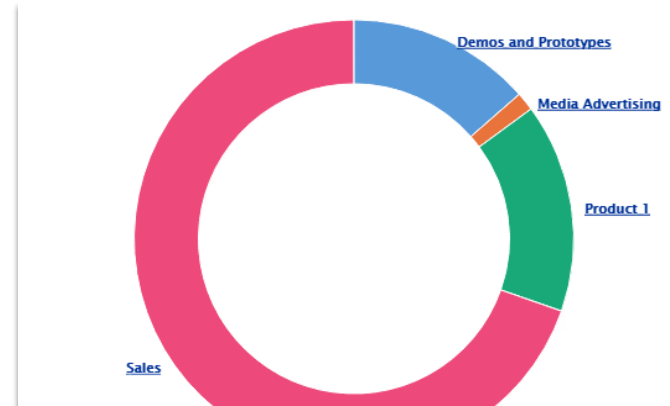
Calculation model of Agile Plan and Forecast Modeling



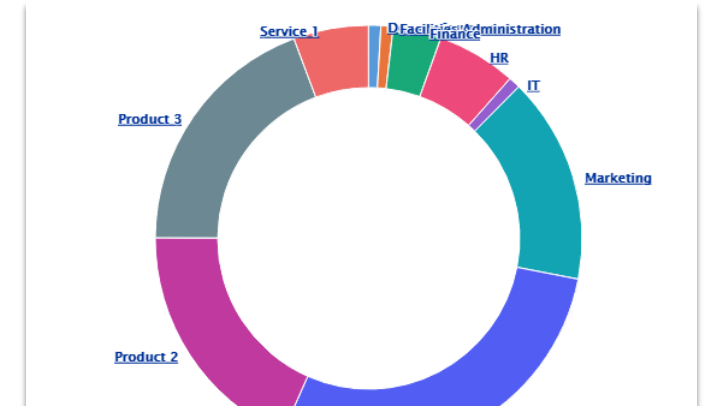
Comprehensive list of KPI's content



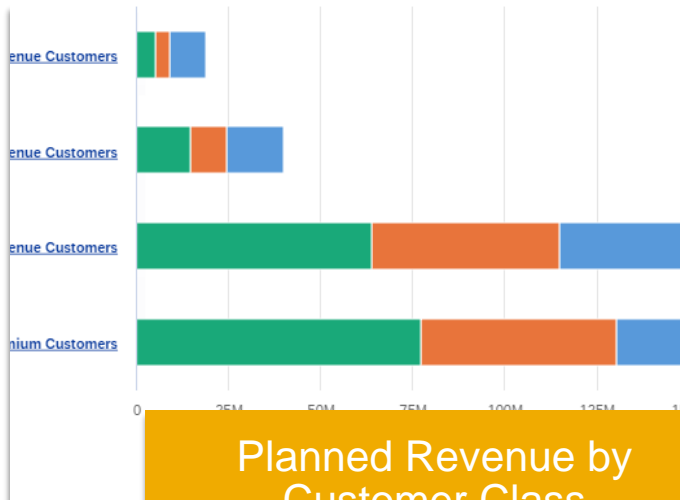
Revenue by Region



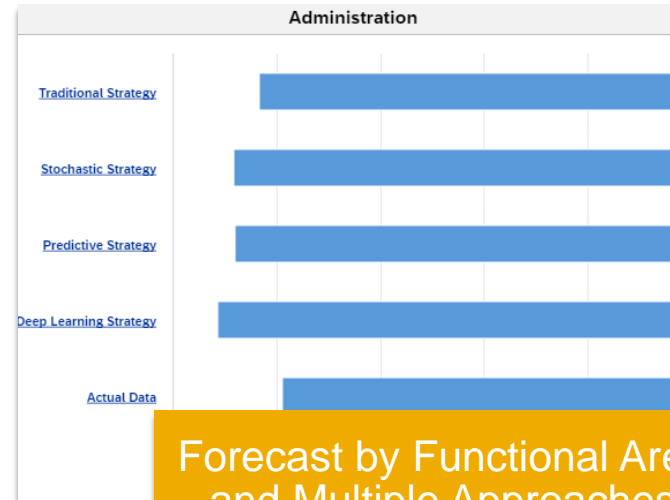
Revenue Breakdown



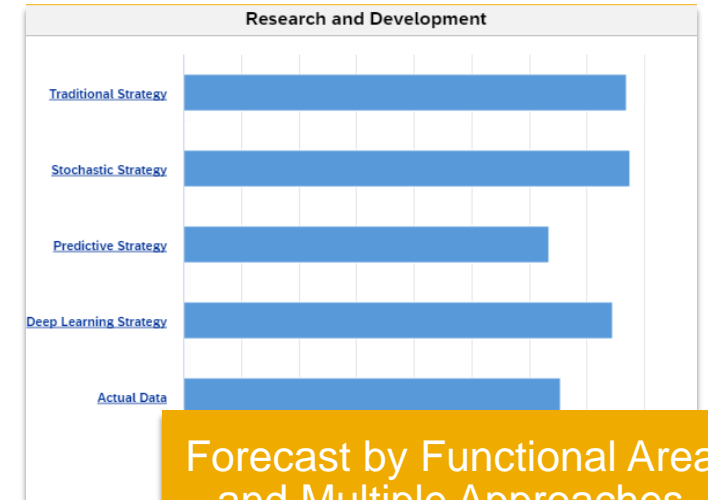
Cost Breakdown



Planned Revenue by Customer Class

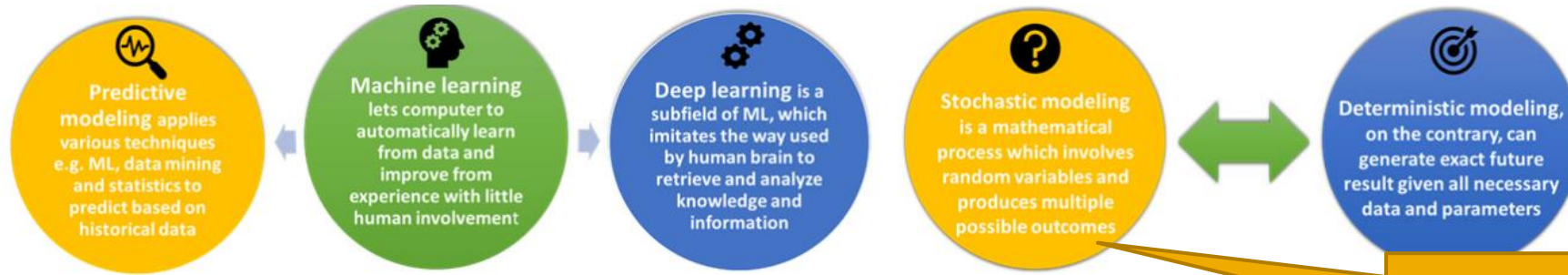


Forecast by Functional Area and Multiple Approaches



Forecast by Functional Area and Multiple Approaches

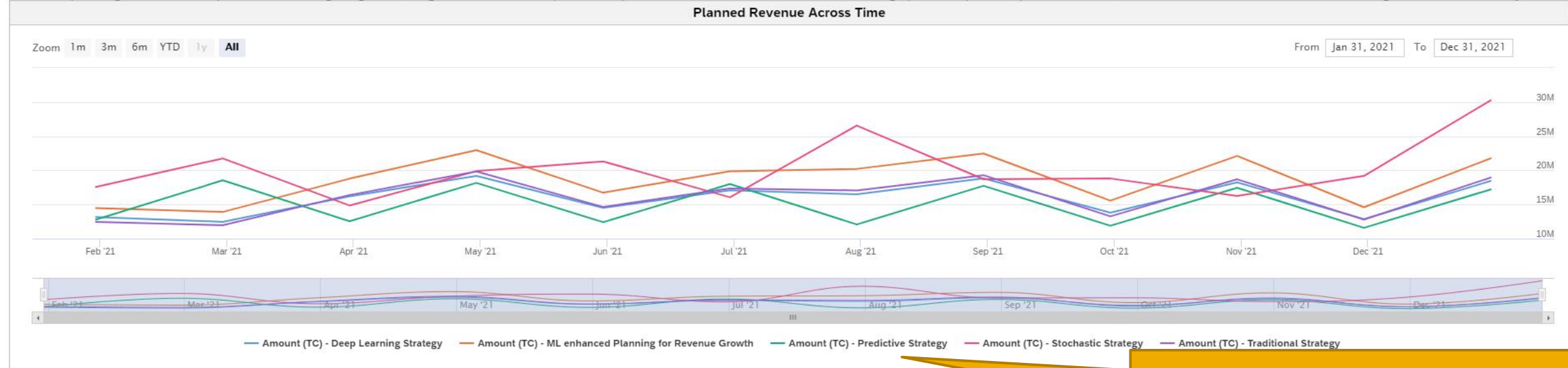
Revenue Forecast by Multiple Approaches



Overview of all forecasting methods

Forecast by Multiple Approaches

It is always good to project company's revenue and make better business strategic decision ahead of time. Based on past general ledger data, Agile Plan and Forecast Modeling sample content applies deterministic planning, deep learning and machine learning enhanced planning, stochastic and predictive modeling altogether, and generate a more comprehensive prediction for future revenue. The time series graph below presents prediction results, which can then be used for cash flow management and sales analysis etc.



Comparison of all revenue forecast results in one chart