

Variance Analysis:

Narrative

Discrepancies

Actuals

Budget

**Business
Drivers**



Vendor-Based Planning, Reporting, & Analysis

Adam Leash, MBA, Financial Business
Analyst, Planful

Meet your speaker

Adam Leash, MBA

Financial Business Analyst, Planful

Planful System Administrator, Internal & External
Customer

Planful Certifications: Reporting & Structured
Planning

FP&A Experience:

- Grand Canyon Education
- Keap
- Planful



Customer Problems

- Over-Complicated Processes
- Misunderstanding of Business Drivers
- Suffering Business Partnerships

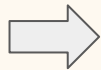
Why Should I Care About Solving These Problems?

The Transformation of Business Partnerships

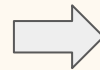
Simplify
processes
through
vendor
based
solutions



Greater
understanding
of business
drivers



Higher degree
of insight,
support, &
direction



Increased
transparency,
accountability,
and ownership

Strategy



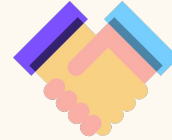
Become
more
organized
in Planful



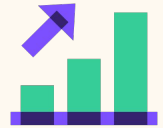
Increase
consistency
between
budgeting
and
reporting



Automate
processes
to enhance
data
integrity

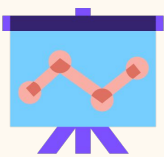


Reduce pain
& enhance
partnership



Increase
production
& scale

Solutions



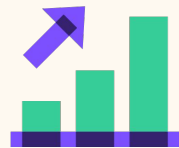
Vendor Integration

Work with a Planful partner to add a vendor dimension



Bottoms Up Budgeting

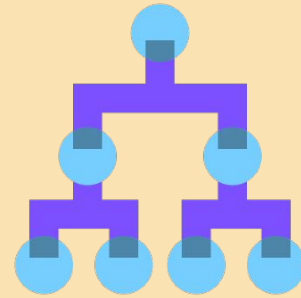
Connect planning templates to the vendor integration



Report Automation

Streamline vendor specific month close reports

Vendor Integration



Step 1: Choose a Partner

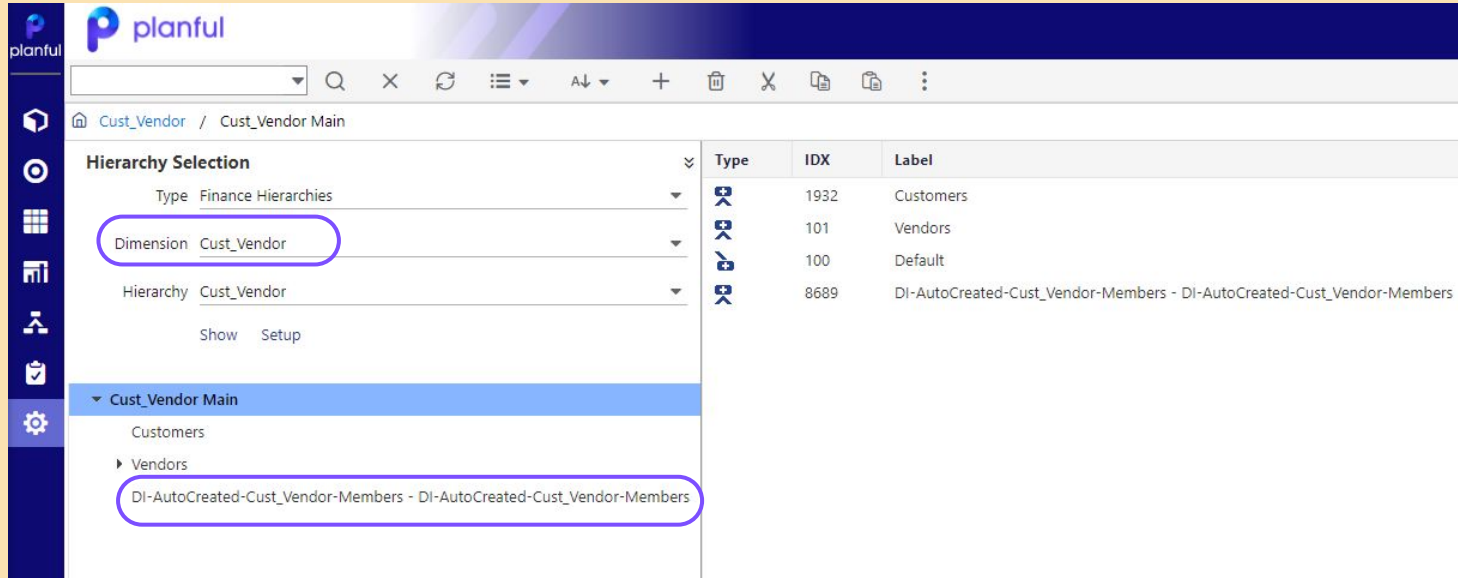


**Actuals in
ERP**



**Vendor in
Planful**

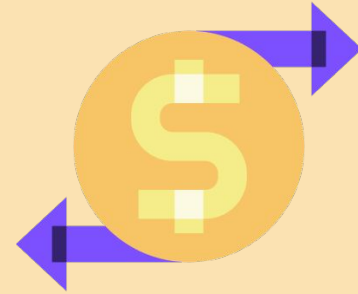
Step 2: Create a Vendor Hierarchy



The screenshot displays the Planful software interface for configuring a vendor hierarchy. The left sidebar contains navigation icons, and the main area shows the 'Cust_Vendor' hierarchy configuration. The 'Hierarchy Selection' section has dropdowns for 'Type' (Finance Hierarchies), 'Dimension' (Cust_Vendor), and 'Hierarchy' (Cust_Vendor). Below these are 'Show' and 'Setup' buttons. The 'Cust_Vendor Main' section shows a tree structure with 'Customers' and 'Vendors'. The 'Vendors' node is expanded, showing a long label 'DI-AutoCreated-Cust_Vendor-Members - DI-AutoCreated-Cust_Vendor-Members'. A table on the right lists the hierarchy items with columns for Type, IDX, and Label.

Type	IDX	Label
1932	Customers	Customers
101	Vendors	Vendors
100	Default	Default
8689	DI-AutoCreated-Cust_Vendor-Members - DI-AutoCreated-Cust_Vendor-Members	DI-AutoCreated-Cust_Vendor-Members - DI-AutoCreated-Cust_Vendor-Members

Bottoms Up Budgeting



Step 3: Select Your Template

Add Template

← 📁

General Information

Scenario: Default Scenario

General Information

Template Type: Global Template - Entity Copy

Template Code: _____

Entity Type: Default Budget Entity (Company - De

Line Code Header: _____

Default Line Name: Default

Template Name: _____

Data Transfer: Apply sign reversal

Line Name Header: _____

☐ Enable Subline Processing

Editing Access

☒ Display Line Code ☒ Enable Global Fields ☒ Enable Spreads ☒ Enable Compare Scenarios ☒ Allow to Modify Template

Insert Lines: Yes

Allow Reference Mappi... All Lines

Update Lines: All Lines

Allow Account Mapping: All Lines

Delete Lines: All Lines

Step 4: Add Columns & Map Entity

Template Columns

Attribute Columns:

Header	Width	Format	Decimal	Formula	Lock
Start Month	10	Text	0		Unlock
Amount	10	Number	0		Unlock
Contract Length	15	Number	0		Unlock
Notes	15	Text	0		Unlock

Template List

			Mappings		
Scenario: Default Scenario			Template Mappings		
			Entity Mapping		
			Global Field Mapping		
<input type="checkbox"/>	Template Label		Entity Dependent	Template Type	
<input type="checkbox"/>	Vendor Based Budget		Yes	Global Template - Entity Copy	

Step 4: Add Columns & Map Entity

Template Columns						
Attribute Columns:						
Header	Width	Format	Decimal	Formula	Lock	
Start Month	10	Text	0		Unlock	
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Template List		
Scenario: Default Scenario		
Template Mappings		
Entity Mapping		
Global Field Mapping		
Template Label	Entity Dependent	Template Type
Vendor Based Budget	Yes	Global Template - Entity Copy

Step 5: Set Your Budget

Budget Type: Operational Planning | Scenario: 5 | CALC

Account Mapping

- Destination Account
- Reference Account
- Reference Cube
- Mass Load

Balance US | Template: SaaS Sub | Currency: USD - US Dollar

Borders | Format: Number | Decimals: 0 | Hidden: No

	N	O	P	Q	AY	AZ	BA
	Attributes				Plan	Plan	Plan
	Start Month	Amount	Contract Length		May-22	Jun-22	Jul-22
ADP	JUN-22	40,000	12	-	3,333	3,333	
NetSuite	JAN-22	20,000	11	1,818	1,818	1,818	

Destination Account Mapping

Line Name	Mapping	Account	Company	Department	Cust_Vendor	Events
ADP	Posting	6630 - SaaS Subscriptions	ControlPanel	ControlPanel	91961 - ADP	Default

Step 5: Set Your Budget

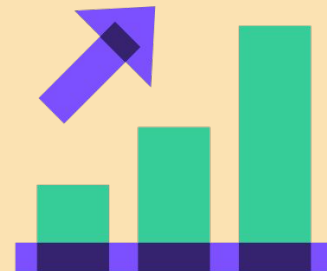
The screenshot shows the Planful software interface. The 'Mappings' menu is open, with 'Destination Account' highlighted. The background table displays budget data for various accounts and months.

	N	O	P	Q	AY	AZ	BA
	Attributes			Plan	Plan	Plan	
	Start Month	Amount	Contract Length	May-22	Jun-22	Jul-22	
27	ADP	JUN-22	40,000	12	-	3,333	3,333
28	NetSuite	JAN-22	20,000	11	1,818	1,818	1,818

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Line Name	Mapping	Account	Company	Department	Cust_Vendor	Events
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Report Automation



Step 6: Customize Your Report

Reports Vendor Base... X

Save Undo Redo Print Xs Filter Show Signals Format Formula Grid More

Dimensions

- Account
- CalculatedDim
- Company
- Cust_Vendor
- Department
- Events
- Future1
- Future2
- Future3
- Measures
- Reporting
- Scenario
- Time

Page Company Main ✓ X

Row Department ✓ X Cust_Vendor ✓ X

Column Perform Test ▼ X

H10 fx =IF(ISERROR(F10-G10),0,(F10-G10))

Department	Cust_Vendor	Budget	Actual	Delta/Variance	Commentary
510 - Finance	10 - NetSuite, Inc.	(12,727)		(12,727)	Variance Commentary Required
510 - Finance	91961 - ADP	(44,797)	(21,464)	(23,333)	Variance Commentary Required

Step 6: Set Up Your Report

Reports Vendor Base... X

Save Refresh Undo Print Xs Filter Show Signals Format Formula Grid Dots

Dimensions

- Account
- CalculatedDim
- Company
- Cust_Vendor
- Department
- Events
- Future1
- Future2
- Future3
- Measures
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Page Company Main ✓ X

Row Department ✓ X Cust_Vendor ✓ X

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H10 $\text{fx} = \text{IF}(\text{ISERROR}(\text{F10-G10}), 0, (\text{F10-G10}))$

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Reporting Made Simple

Problem:

**Human Errors while
Creating Reports**



**Tedious Report
Maintenance**



**Spending Too Much
Time Exporting
Reports for Others**



Solution:

Report Sets

Dynamic conditions & customized formulas

Substitution Variables

Faster report creation & reduced maintenance

Report Collections

Provides report bursting
(refresh & distribute)

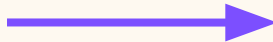
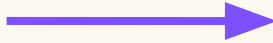
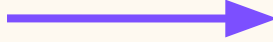
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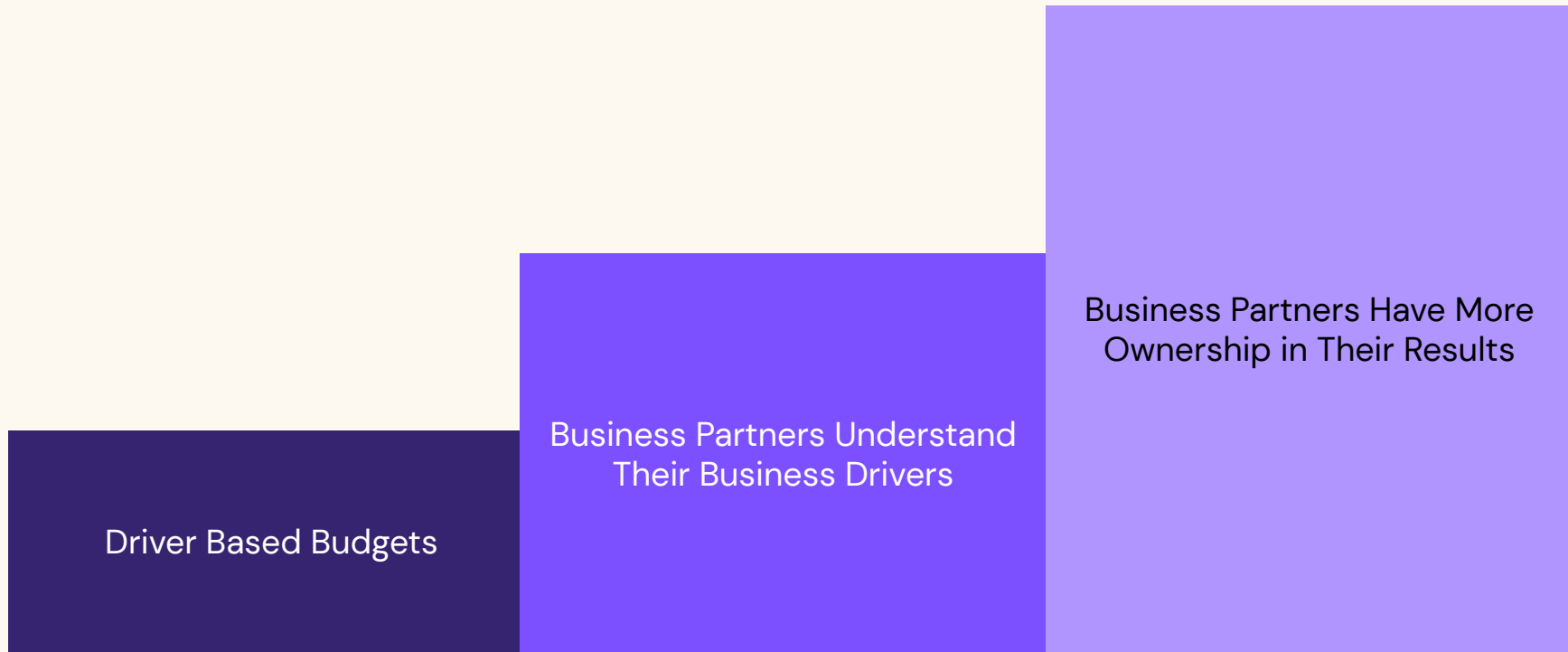
Provides report bursting
(refresh & distribute)

Dynamic Planning Models

Less Time on **Data**,
More Time on
Analysis & Decision Making

Analyze ▾ Design ▾ Analysis Input ▾         								
I19		fx						
	A	B	C	D	E	F	G	H
1	C01 - Customer 1							
2	2023 Forecast							
3	Units							
4		2023	Q1 2023	Q2 2023	Q3 2023	Q4 2023		
5	C001 - Product C001	5,420	1,311	1,383	1,368	1,358		
6	B001 - Product B001	10,746	814	1,643	1,482	6,808		
7	A001 - Product A001	27,258	2,796	2,938	2,928	18,596		
8	A002 - Product A002	13,186	3,157	3,356	3,384	3,289		
9	E001 - Product E001	3,736	633	1,038	1,038	1,027		
10	D001 - Product D001	4,103	1,022	1,043	1,061	977		
11	F001 - Product F001	1,425	342	365	362	356		

Customer Transformation

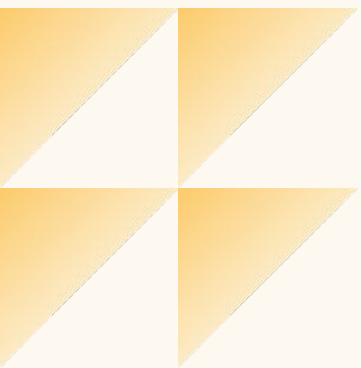


Janet Golla, Vice President of Planning and Analysis at Capitol Petroleum Group (February 16, 2022)

Call to Action

1. Take Planful Academy Training Courses
2. Contact the Pro Support Team for Assistance
3. Utilize Solution Implementation Partners





“Great things are
done by a series
of small things
brought
together.”

– Vincent Van Gogh