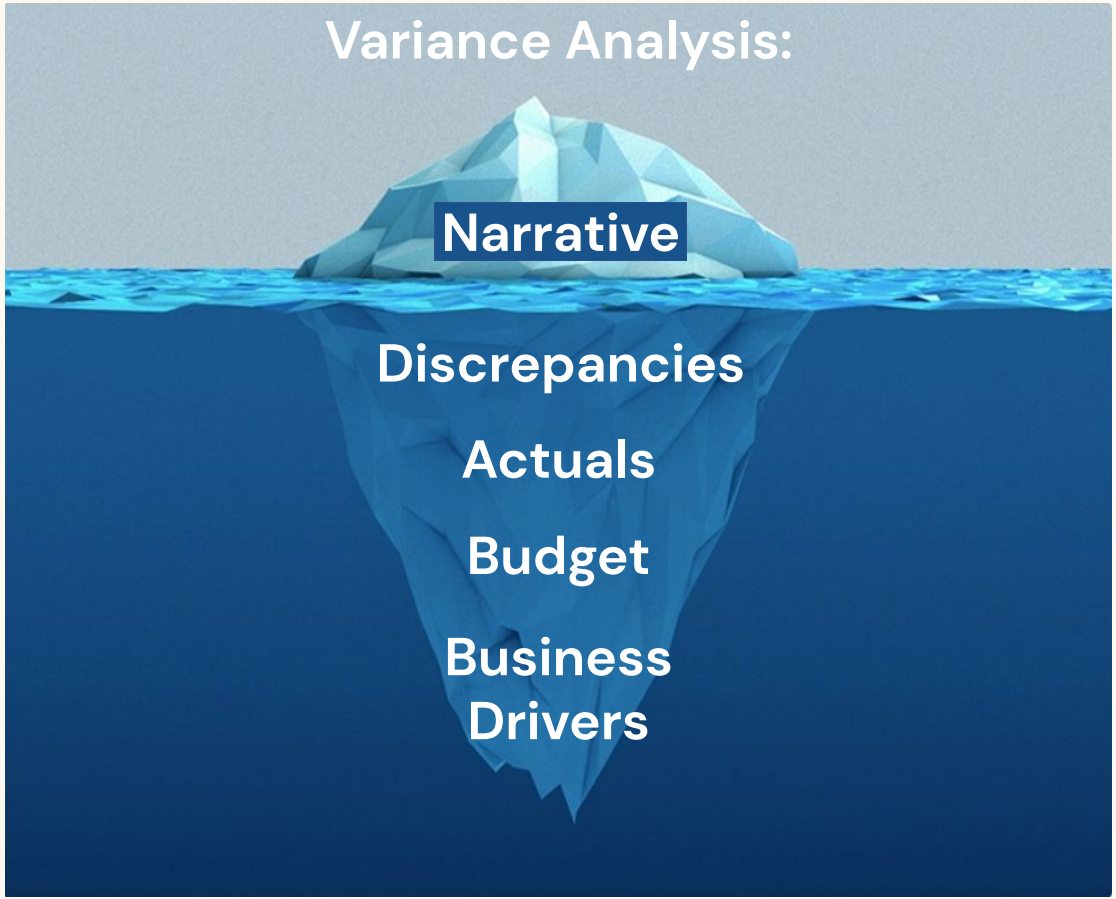

Variance Analysis:
Narrative
Discrepancies
Actuals
Budget
Business Drivers

planful

planful perform

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

planful

Customer Problems

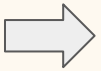
- Over-Complicated Processes
- Misunderstanding of Business Drivers
- Suffering Business Partnerships

planful

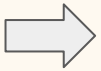
Why Should I Care About Solving These Problems?

The Transformation of Business Partnerships

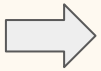
Simplify processes through vendor based solutions



Greater understanding of business drivers



Higher degree of insight, support, & direction

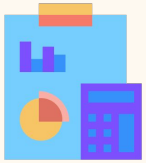


Increased transparency, accountability, and ownership

planful

Strategy

Become more organized in Planful



Increase consistency between budgeting and reporting

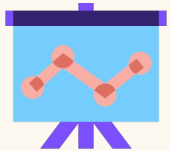
Automate processes to enhance data integrity

Reduce pain & enhance partnership

Increase production & scale

planful

Solutions



Vendor Integration

Work with a Planful partner to add a vendor dimension

Bottoms Up Budgeting

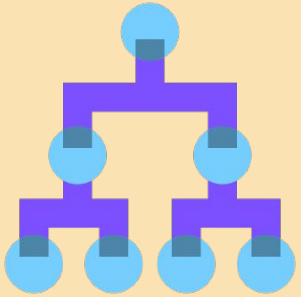
Connect planning templates to the vendor integration

Report Automation

Streamline vendor specific month close reports

planful

Vendor Integration



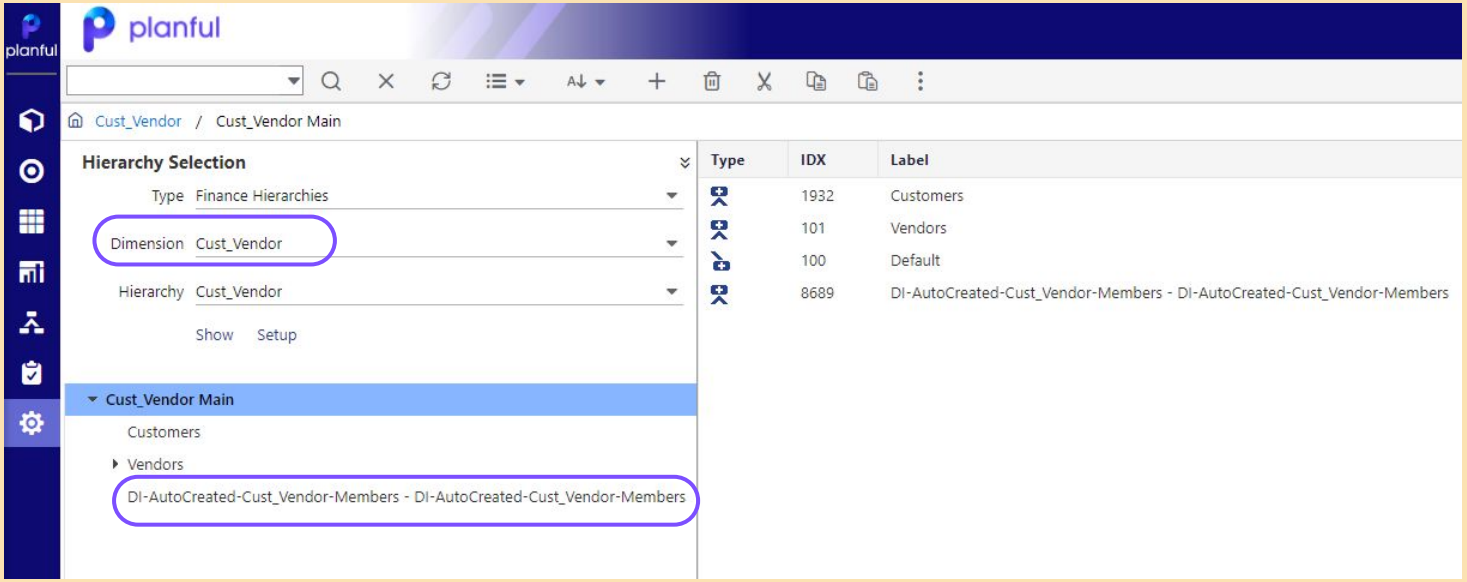
planful

Step 1: Choose a Partner

Actuals in ERP ⟷ **Vendor in Planful**

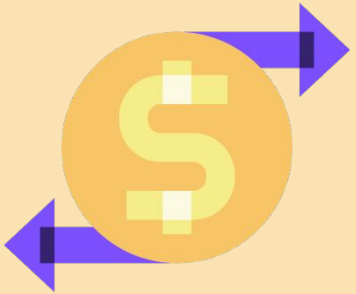
planful

Step 2: Create a Vendor Hierarchy



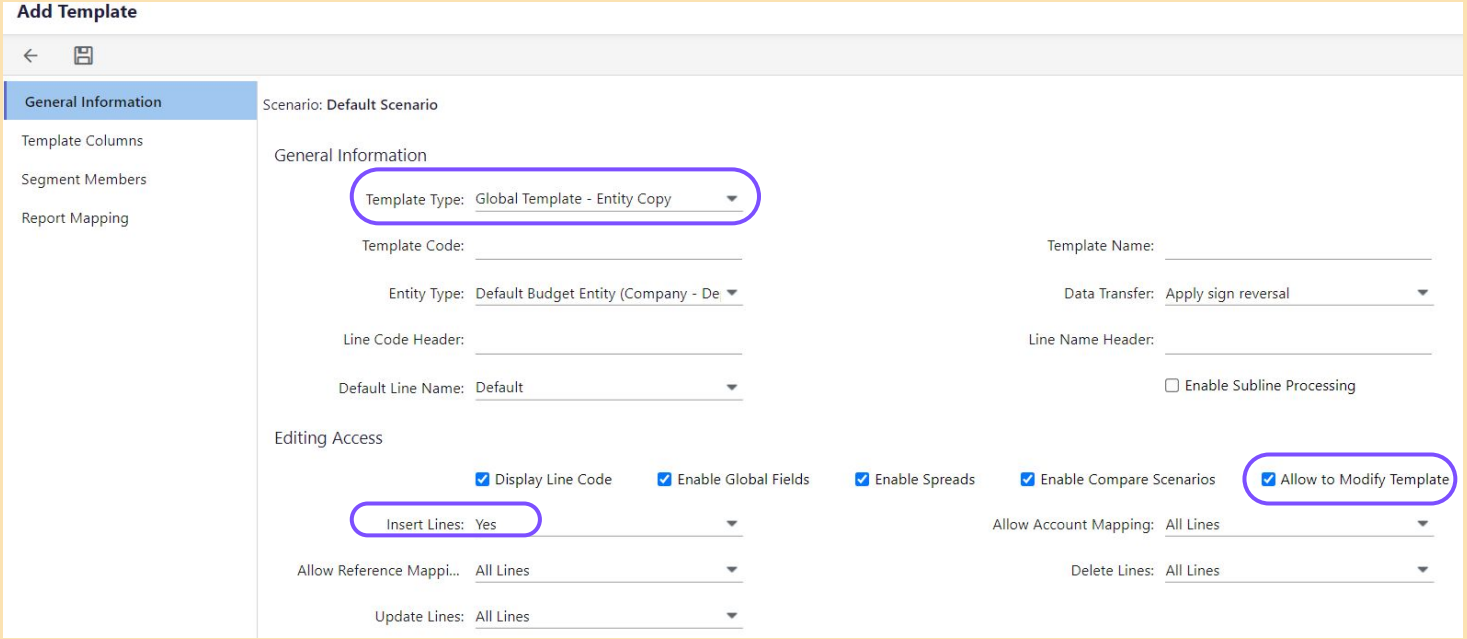
planful

Bottoms Up Budgeting



planful

Step 3: Select Your Template



planful

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

Setup | Mappings

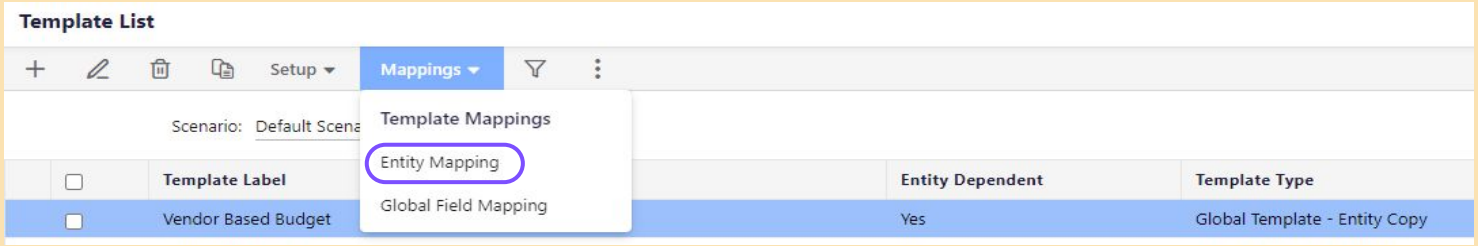
- Template Mappings
- Entity Mapping
- Global Field Mapping

Scenario: Default Scena

Template Label	Entity Dependent	Template Type
Vendor Based Budget	Yes	Global Template - Entity Copy

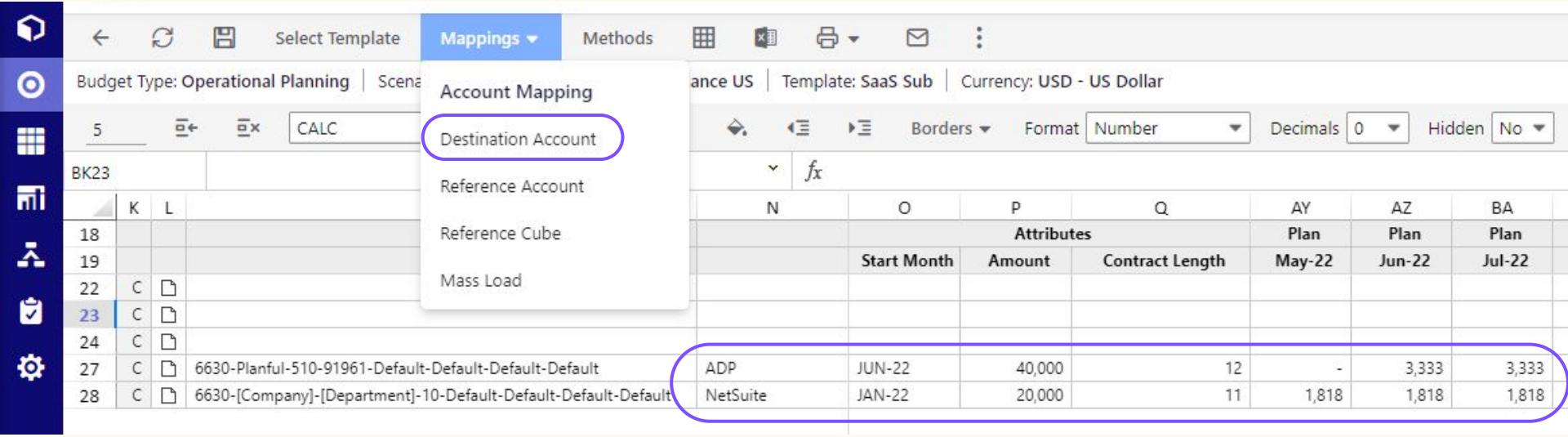
planful

Step 4: Add Columns & Map Entity



planful

Step 5: Set Your Budget



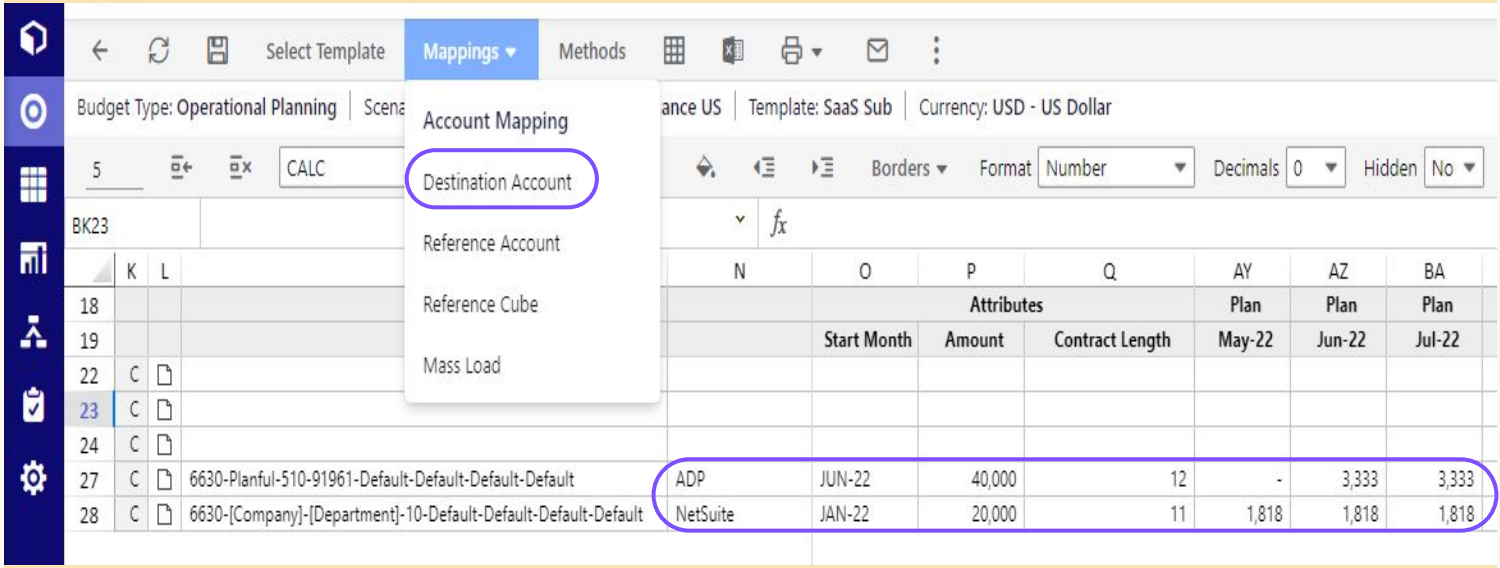
				N	O	P	Q	AY	AZ	BA
18					Attributes			Plan	Plan	Plan
19					Start Month	Amount	Contract Length	May-22	Jun-22	Jul-22
22	C									
23	C									
24	C									
27	C		6630-Planful-510-91961-Default-Default-Default-Default	ADP	JUN-22	40,000	12	-	3,333	3,333
28	C		6630-[Company]-[Department]-10-Default-Default-Default-Default	NetSuite	JAN-22	20,000	11	1,818	1,818	1,818

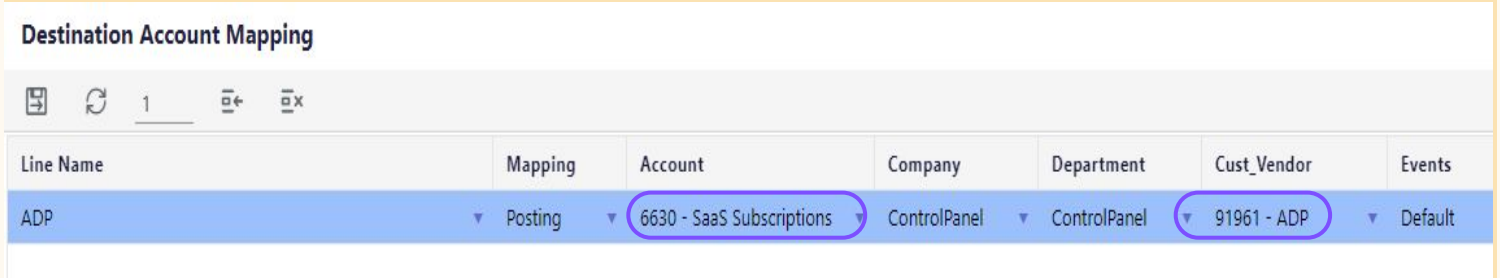
Destination Account Mapping

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

planful

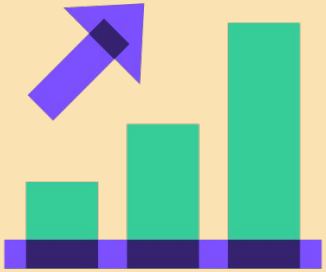
Step 5: Set Your Budget





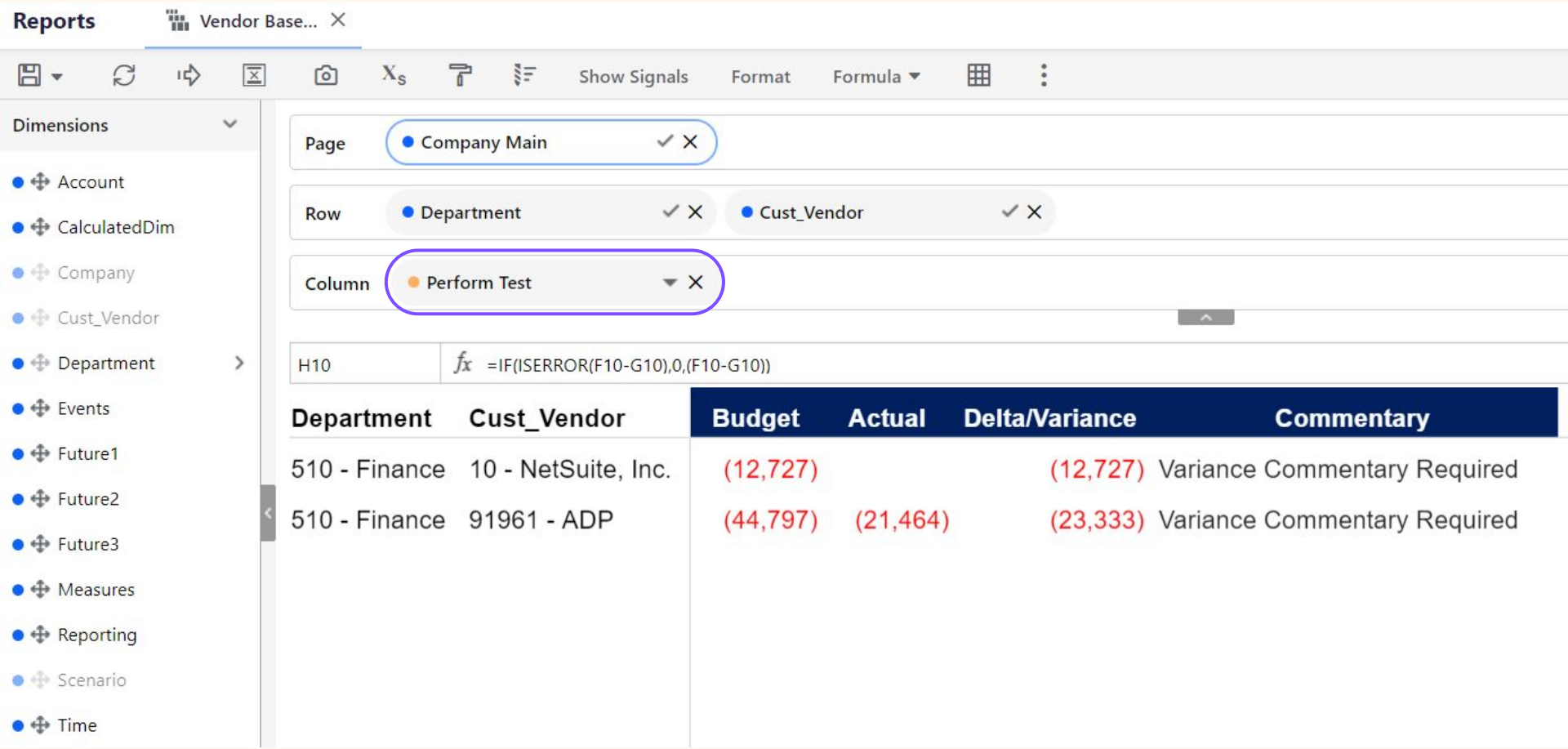
planful

Report Automation

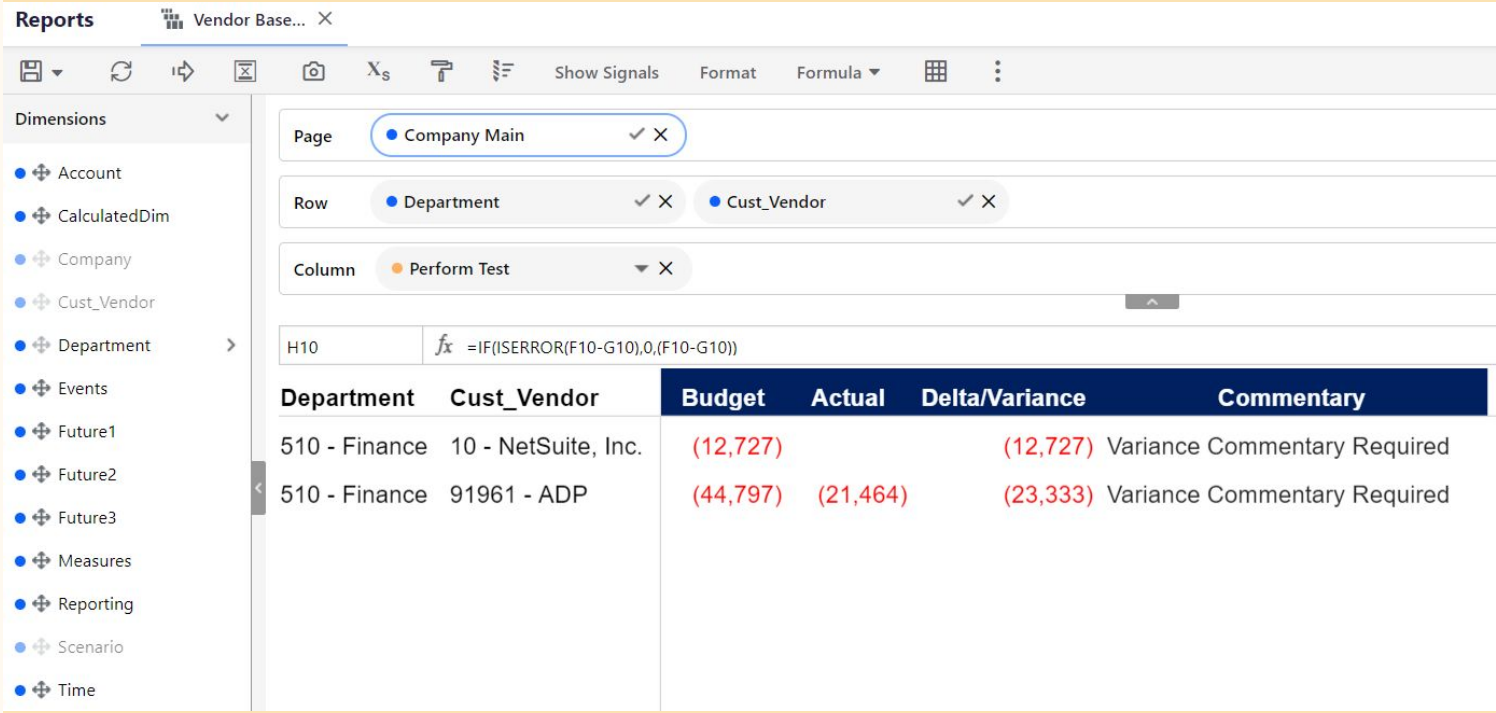


planful

Step 6: Customize Your Report



Step 6: Set Up Your Report



planful

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)

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

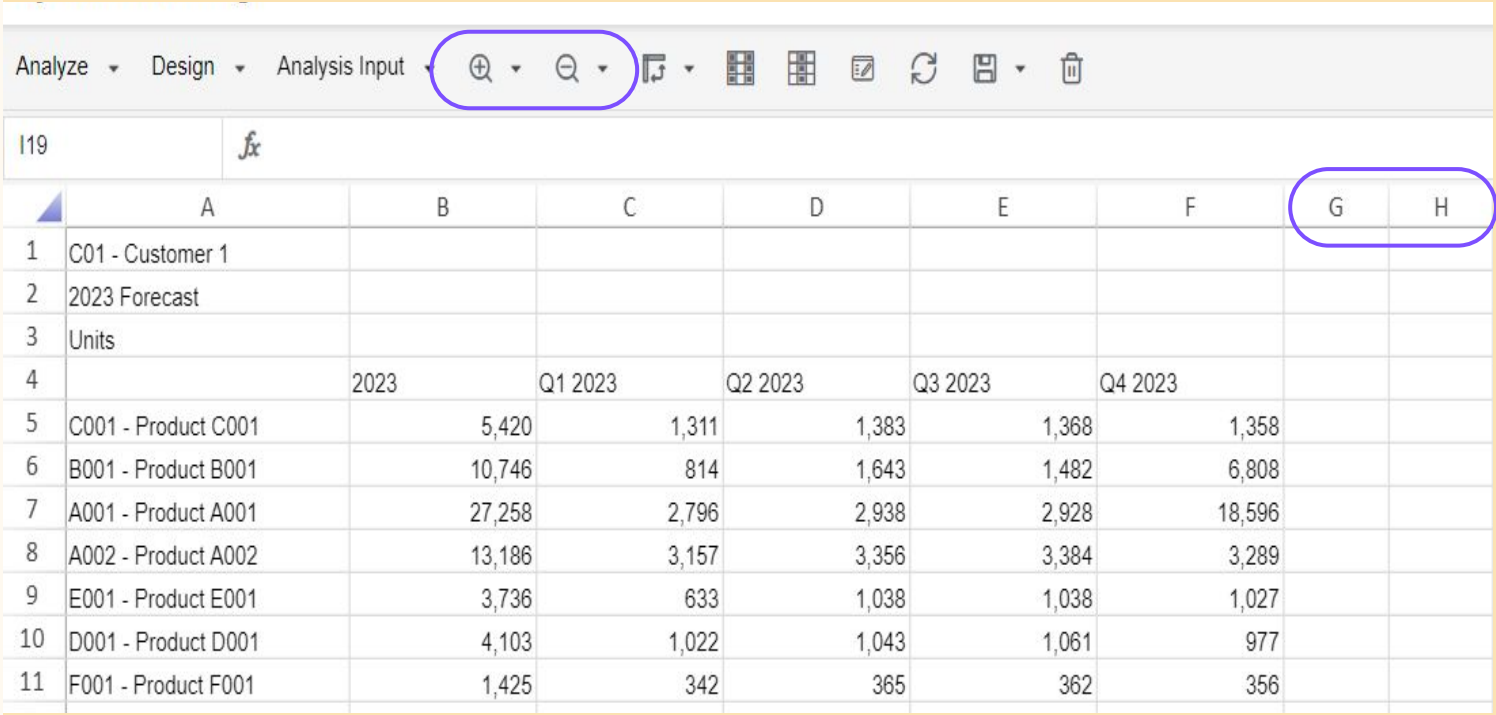
Substitution Variables
Faster report creation & reduced maintenance

Report Collections
Provides report bursting (refresh & distribute)

planful

Dynamic Planning Models

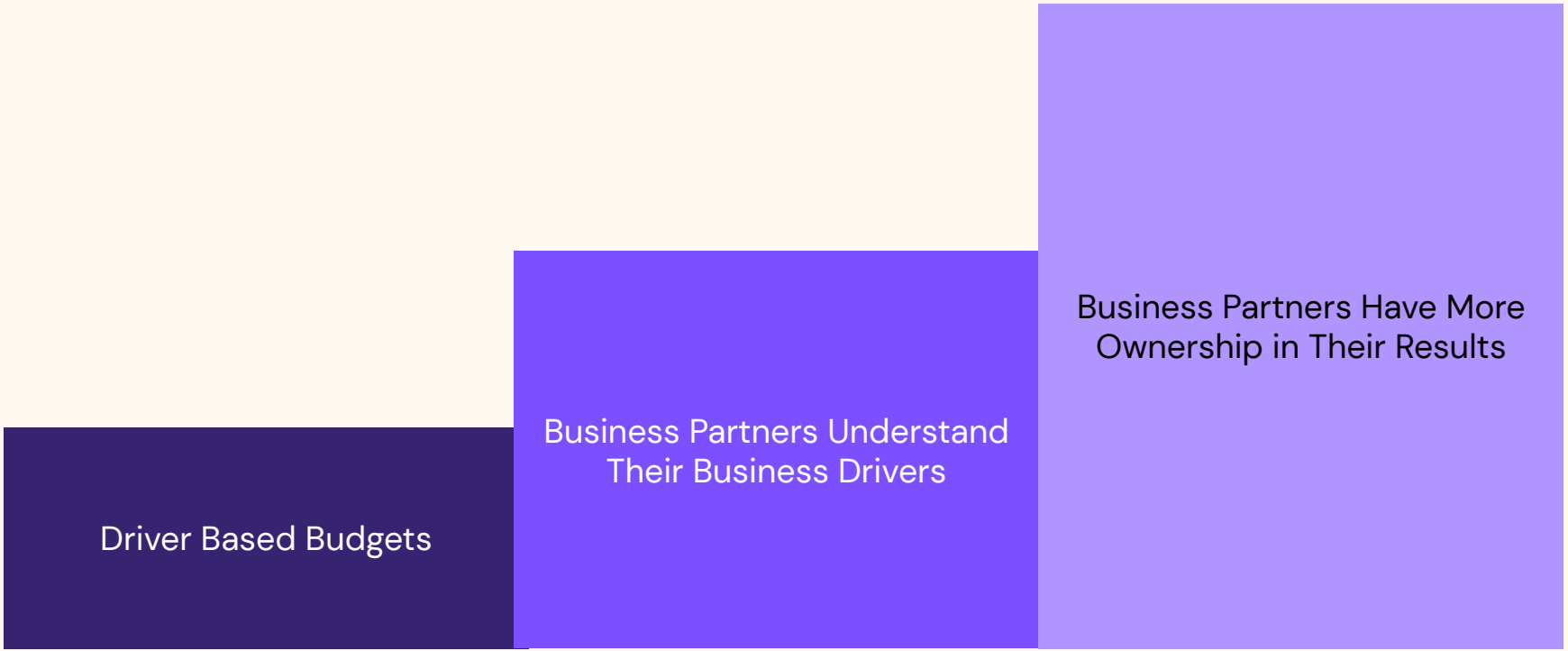
Less Time on Data, More Time on Analysis & Decision Making



	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		

planful

Customer Transformation



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

planful

Call to Action

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

planful

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

– Vincent Van Gogh

planful