Ready for a great Perform session?

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Here are some tips from the Planful design team!

Perform Design Tips

1. Planful Perform is a **hybrid event.** Where possible, keep in mind that your slides will be displayed in your presentation room as well as remotely.

2. Where possible, use the **pre-built slides** for presentation. Other approved layouts are available as part of this slide deck's theme. Copy, paste, and repeat slides as needed.

3. Slides 3-7 are designed as **intro slides** for your presentation and include: speaker rundown, subjects, and session title/agenda. All other slides (with a light background color) are designed for more detailed content. Simple black text is prefered.

4. When adding infographics, use the color system associated with this deck template.

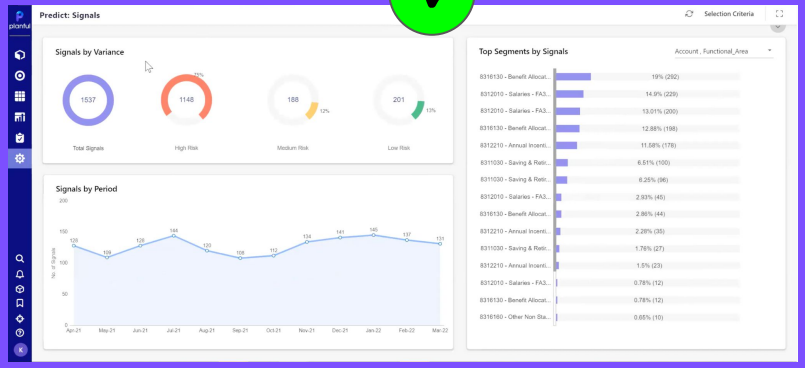
5. Slides 27-29 are a **design appendix** with elements including shapes and icons that can be used in your layouts.

6. **Less is more** on pages! Never be afraid to split long runs of text up between two or three slides.

7. The Planful logo appears on all pages; please do not block, alter, or remove the logo from the presentation.

Perform Design Tips

Fx Impact	Opening			Fx Impact
	In LC	At Opening	At Closing	On Opening
Assets				
+Cash and Cash Equivalents	10,014,091	8,524,659	11,765,744	429,735
+Marketable Securities	5,500,000	5,378,800	5,413,769	34,969
+Accounts Receivables, net	71,809,138	42,696,589	41,435,401	1,135,626
+Inventory	25,142,839	24,170,889	(36,998,683)	280,429
+Other Current Assets	5,457,530	4,913,504	4,979,530	156,964
Total Current Assets	**117,923,598**	**85,684,442**	**26,595,761**	**2,037,723**

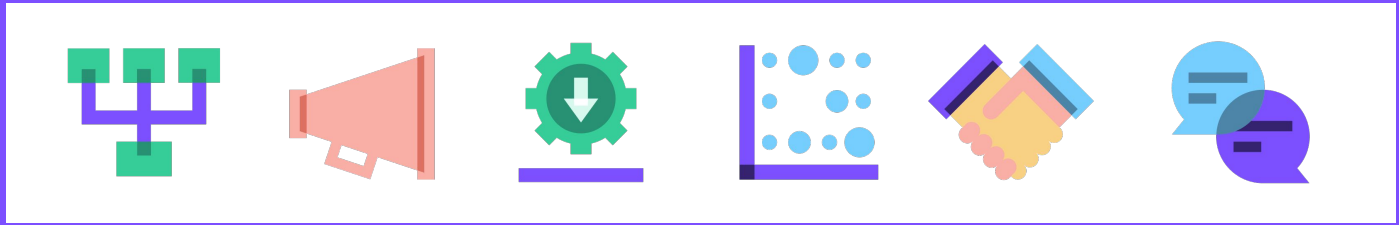


We know many of our presenters will be using screenshots of the Planful platform in their presentations. Where possible, use HIGH-RES, full-view screenshots first, to show context, then drill in to details on the next slide.

Be sure to use **current** screenshots (where applicable) of Planful's user interface for the best results. Consistency and high-res images make for a successful presentation.

Perform Design Tips

If you have a logo (yours, Planful's, or another company's) which is hard to view on a dark background, or which is not in transparent, use the **round rectangle shape** which is available in the appendix.



Icons from the Planful brand system have also been made available in the appendix of this presentation. These are designed to add a quick visual flourish to concepts and should not be presented as illustrations (larger than icon size). When using icons, try to use one icon per concept and be consistent.

Session Description

For financial reports to truly offer valuable insights, they need to be more than just numbers on a page. Leveraging the vast reporting capabilities including dashboards, dynamic reports, and Spotlight for Office can provide you with the reporting necessary to run your business. Learn how National DCP, a foodservice supply chain solution provider, cuts through the clutter of data to build bespoke financial reports tailored to different use cases and audiences. Michael Zambetti, Manager, Finance & Data Analytics, will explain how the company uses Planful as its central source of financial truth to build and deliver reports that work for every corner of the business. You'll also learn how National DCP is using Planful to pull teams out of spreadsheets and create more organizational buy-in using various reporting tools.

Dry-Run Notes:

Slide 14: Give an example of "better together" and how this has impacted other departments/users ADDED BULLET TO GUIDE TO TALKING POINT
Slide 23: Expand on ERP & how accounting leverages Planful I NOTED TO SPEAK TO THIS
Slide 25: Add metrics to how much time you've shifted from data gathering to analysis and stories of data you've surface and how that has helped your organization. NOTES TO ADDRESS ON SLIDE 24, EXPLICIT QUANTIFIED SAVINGS DIFFICULT, BUT DID REPURPOSE A FULL-TIME POSITION

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How Reporting & Insights Drives Business Clarity

Michael Zambetti, CFA, Manager,
Finance & Analytics, National DCP

Contents

- **Accessing Data Quickly**
  - Verify Data
  - Spotlight - Analyze & Drill Through
  - Excel-Based Reporting (“EBR”)
- **Repeatable Reports & Ensuring Consumability**
  - Dynamic Reports
  - Report Collections
  - Spotlight - Reports
  - Dashboards
- **Data Structure Tips**

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Meet your speaker

Michael Zambetti, Manager, Finance & Analytics, National DCP

Education: UGA; B.B.A in Finance

Planful Journey:

- FA (Ops) → SFA → Analytics Manager → Finance & Analytics Manager

Responsibilities:

- Planful Admin, Margin, Inbound/Outbound Financials, G&A, Capital, Data Analytics (Statistics, Python, ML)

Achievements through Planful:

- Created NDCP's first detailed LRP via Planful; reduced month-end close from 5 days to 3 days; Most Time Saved with Planful 2019, automated all financial statements

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NDCP

We’re bringing expertise in strategic sourcing, distribution, manufacturing, business services, supply chain and sustainability of supply to leading restaurant and foodservice brands worldwide.

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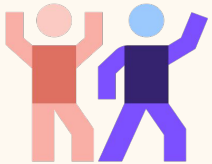
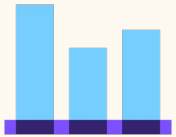
Learning Objectives

Efficient Data Extraction



More Time Spent Analyzing



Increased Financial IQ

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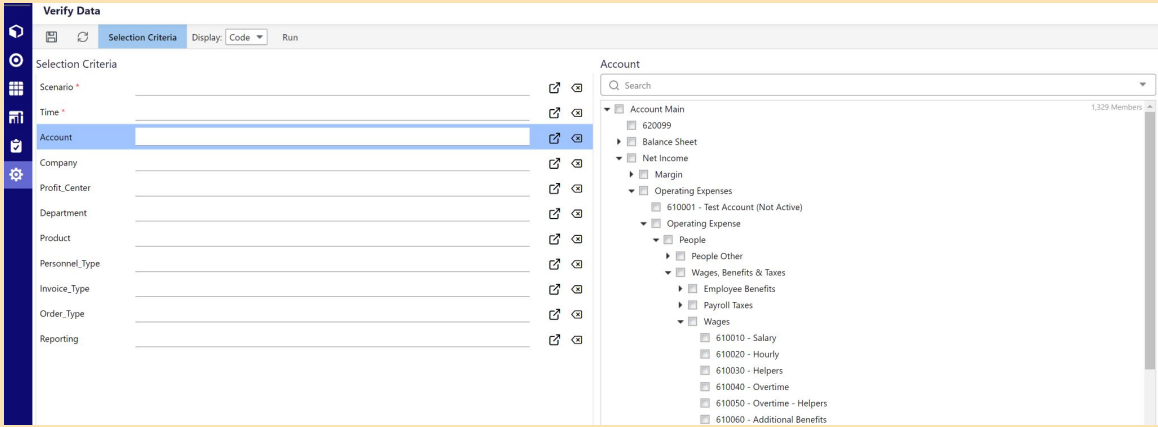
Accessing Data Quickly

Verify Data

- Navigate hierarchy & view rollups
- Troubleshooting reports
  - Identify information reflected in Planful
- New employees



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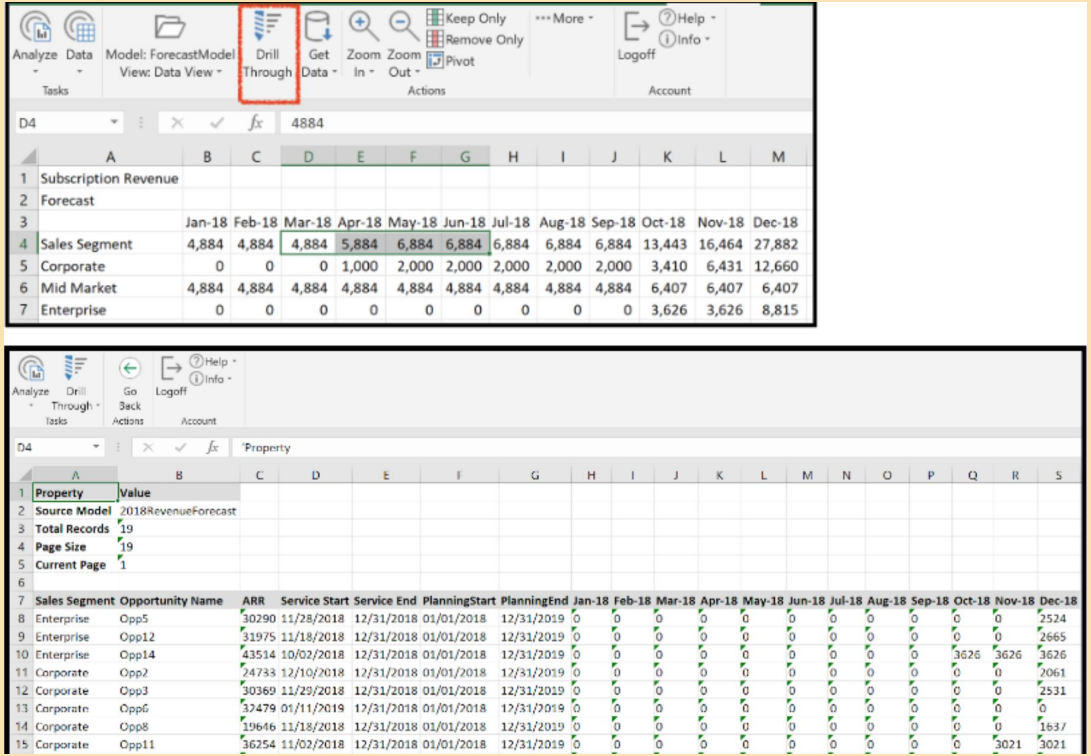
Analyze & Drill Through

- Fastest queries
- Breakdown parents into leaf member constituents
- View transaction details
  - Budget sub-lines detail included



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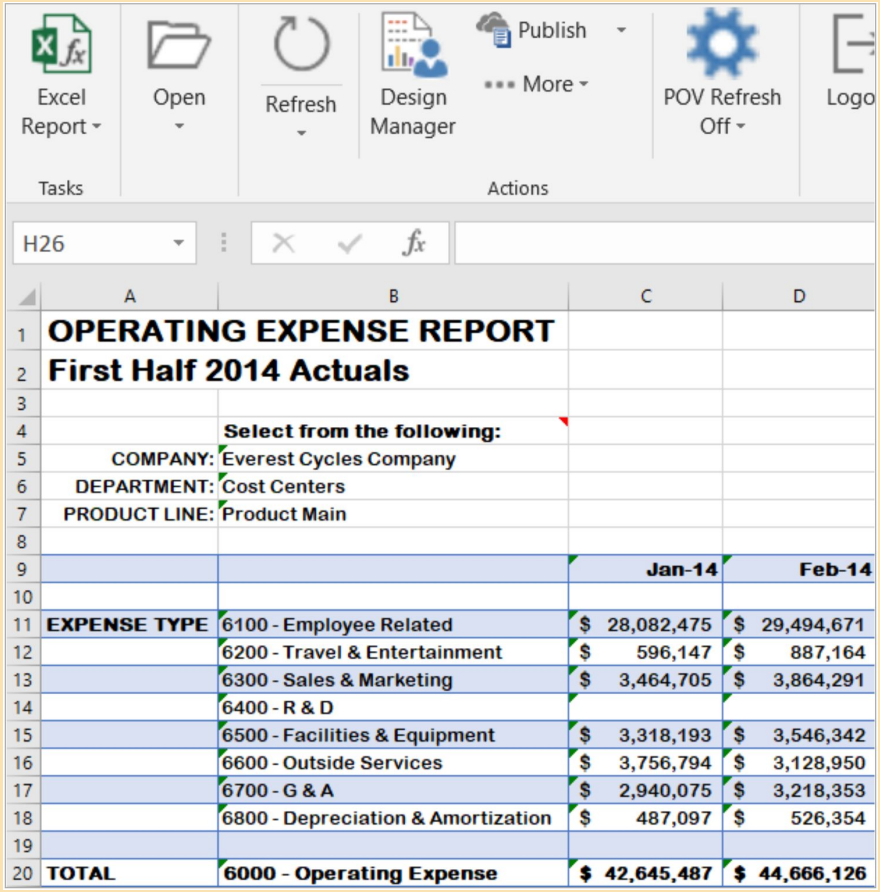
Spotlight (Excel) Reports

- Document provided with accounts/data needed
  - Named ranges, internal/external links to other spreadsheets
-
- Reports from multiple sources
  - BI & Planful
  -
- Flexible formatting & **substitution variables**
  - Familiarity = wide-adoption
  - Cadence reporting without visual limitations
    - ■
- Outbound & Accounting team adoption



	A	B	C	D
1	**OPERATING EXPENSE REPORT**			
2	**First Half 2014 Actuals**			
3				
4		**Select from the following:**		
5	**COMPANY:**	Everest Cycles Company		
6	**DEPARTMENT:**	Cost Centers		
7	**PRODUCT LINE:**	Product Main		
8				
9			**Jan-14**	**Feb-14**
10				
11	**EXPENSE TYPE**	6100 - Employee Related	$ 28,082,475	$ 29,494,671
12		6200 - Travel & Entertainment	$ 596,147	$ 887,164
13		6300 - Sales & Marketing	$ 3,464,705	$ 3,864,291
14		6400 - R & D		
15		6500 - Facilities & Equipment	$ 3,318,193	$ 3,546,342
16		6600 - Outside Services	$ 3,756,794	$ 3,128,950
17		6700 - G & A	$ 2,940,075	$ 3,218,353
18		6800 - Depreciation & Amortization	$ 487,097	$ 526,354
19				
20	**TOTAL**	**6000 - Operating Expense**	**$ 42,645,487**	**$ 44,666,126**

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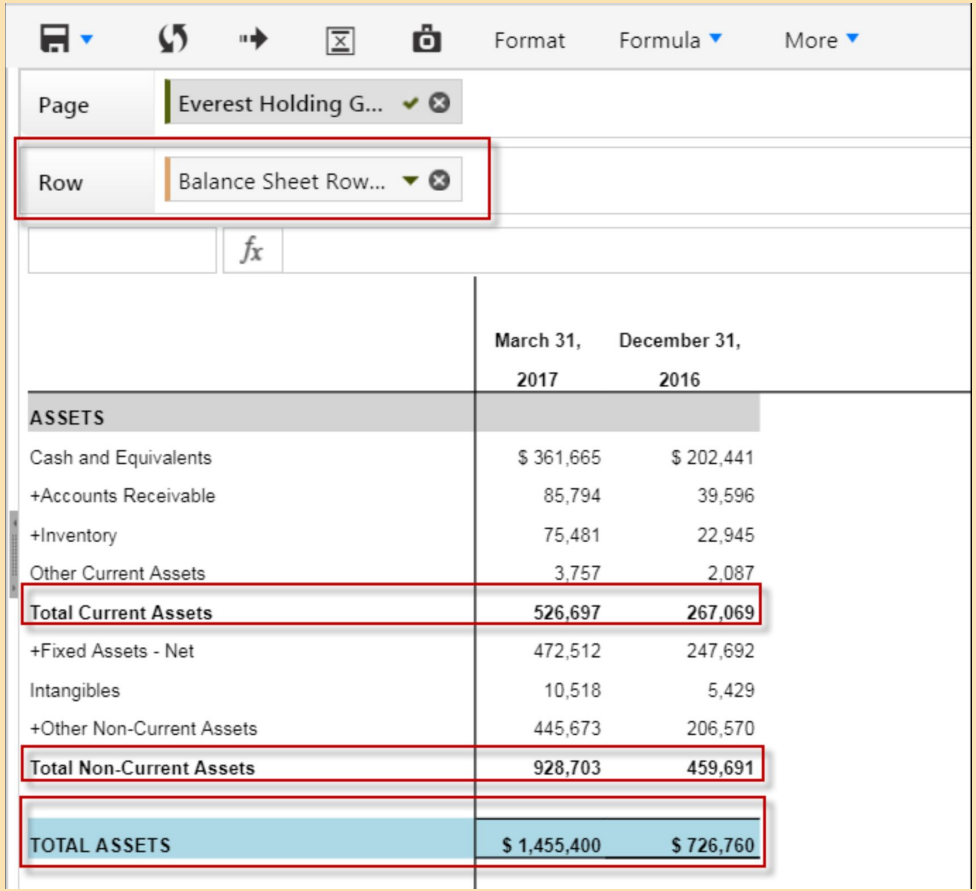
Repeatable Reports & Ensuring Consumability

Dynamic Reports

- Financial statement automation
- Scenario comparison
  - Substitution variables
- GL detail verification
- Central repository for less experienced users
  - Operations Leadership, Upper Management



	March 31, 2017	December 31, 2016
ASSETS		
Cash and Equivalents	$ 361,665	$ 202,441
+Accounts Receivable	85,794	39,596
+Inventory	75,481	22,945
Other Current Assets	3,757	2,087
Total Current Assets	526,697	267,069
+Fixed Assets - Net	472,512	247,692
Intangibles	10,518	5,429
+Other Non-Current Assets	445,673	206,570
Total Non-Current Assets	928,703	459,691
TOTAL ASSETS	$ 1,455,400	$ 726,760

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Report Collection

- Dynamic report compilation
- Complimentary mass data export
  - Month-end close
  - Forecasts
  - Budgets
- VP Finance, Controller, Other Upper Management

Index	Name of Sheet
1	Budget Flash Report 2017-Americas_MFG
2	P&L with Initiatives-Americas_MFG
3	Budget Flash Report 2017-Americas_MKT
4	P&L with Initiatives-Americas_MKT
5	Budget Flash Report 2017-Europe_MFG
6	P&L with Initiatives-Europe_MFG
7	Budget Flash Report 2017-Europe_MKT
8	P&L with Initiatives-Europe_MKT

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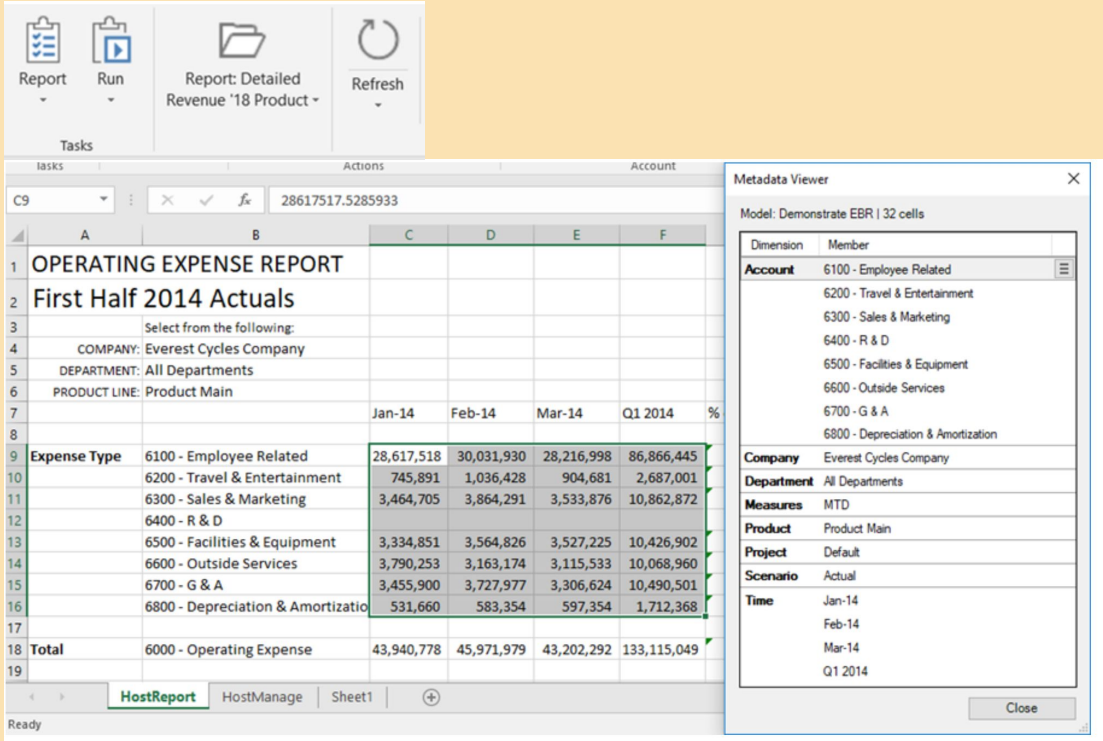
Spotlight Reports

- Repeatable reports with easy POV toggling
  - E.g., TTM
- Viewable in Planful PCR UI
- Stored in Cloud
- Quick refreshes
- Bonus benefit: writeback



“Things that get inspected get respected”

– Scott Carter CEO, in reference to desired use & planned company adoption of Dashboards

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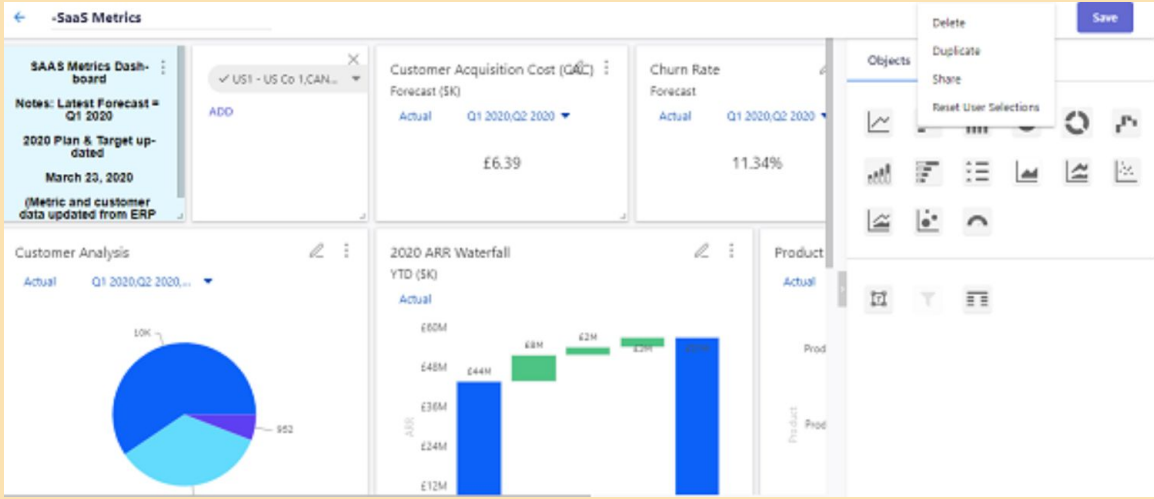
Dashboards

- Provide executives with the highlights
- Integration with Dynamic Planning
  - Desired weekly dashboard
- Executives



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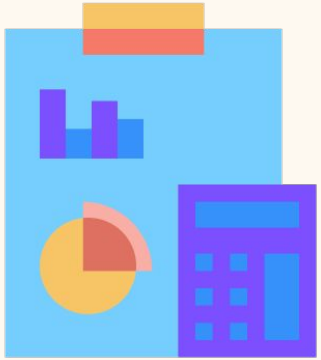
Data Structure Tips

Data Structure Tips

Hierarchy Management

- Organized as reported
  - Optional: Alternate hierarchies
- Stat Account Syntax Consistency
  - Roll-up aggregation included
- Attributes (e.g., fixed vs semi-fixed expenses)



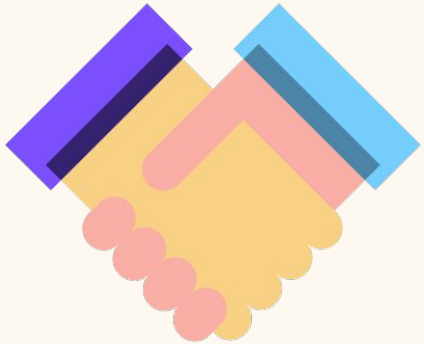
Scenario Setup

- Maintain syntax for versioning (e.g., 2022 Budget V1, 2022 Budget V2, 2022 Forecast 3+9, 2022 Forecast 4+8)
- Adjust final budget syntax to be the same across years

Data Structure Tips

ERP System Integration

- E.g., BOOMI



Dynamic Planning Model Connectivity (if applicable)

- All models with common data mapped to one another

Summary

- What: Understand the quickest ways to access data
- Why: More time spent on analysis vs data gathering
- Who: Know the audience consuming the data
- How (often): Plan for frequency of reproducing the data

- Set up your infrastructure so it facilitates fast reporting

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Thank You!

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