

IBM Planning Analytics

A complete planning and analytics cloud solution

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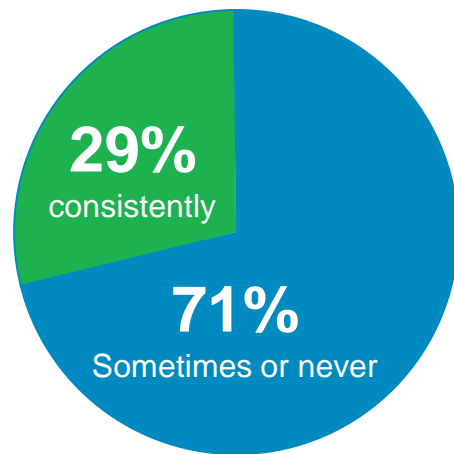




this is more than planning.
this is revolutionary execution.

Execs estimate their companies lose 30% of potential ⁽¹⁾

Rising to this challenge requires that we address common deficits



Insight Deficit ⁽²⁾

Resources



Opportunity

Agility Deficit



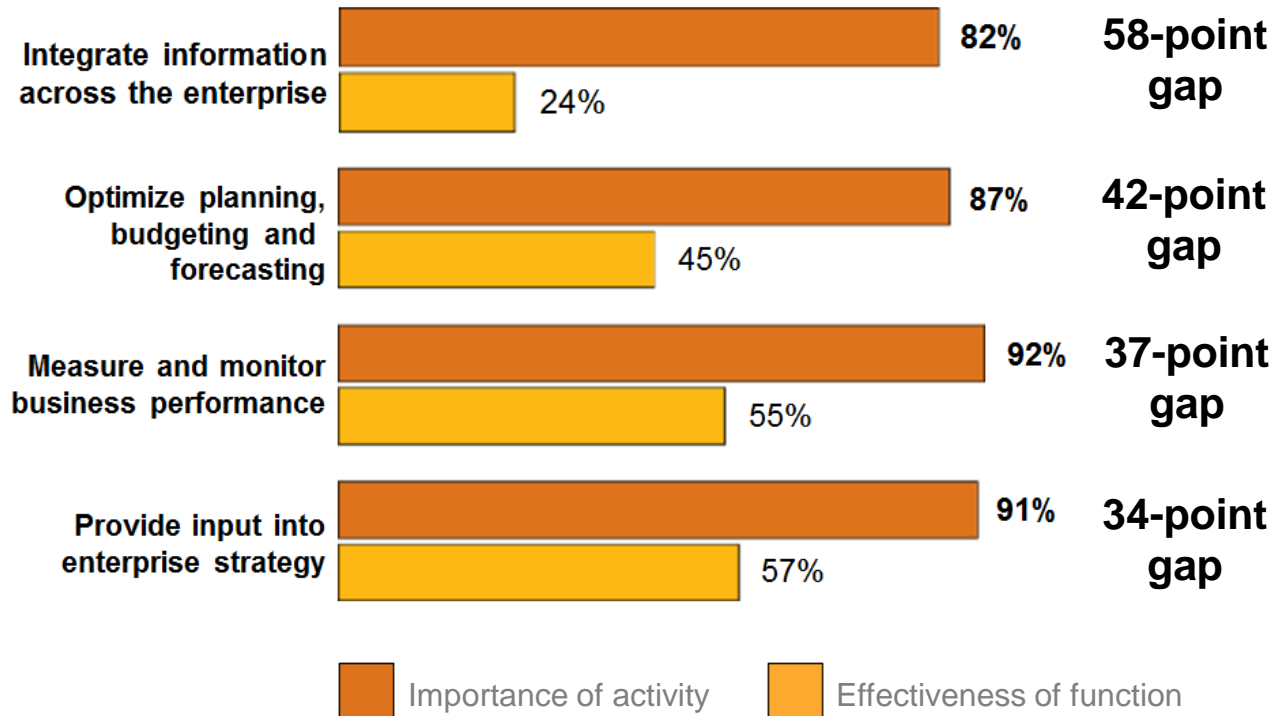
Your opportunity:

Drive speed, agility, and foresight

1 The Hackett Group, Unlimited Options to Realize Borderless Business Services; Distilling the Key Issues of 2013, Sean Kracklauer, Michael Janssen and Lynne Schneider, January 2013.

2 Anna Kipchuk, "The Insight Deficit in Finance," CEB Finance blog, May 30, 2012.

Survey says enterprises want to do better in key areas



IBM study aims to identify drivers of outperformance



4,183

interviews in

70

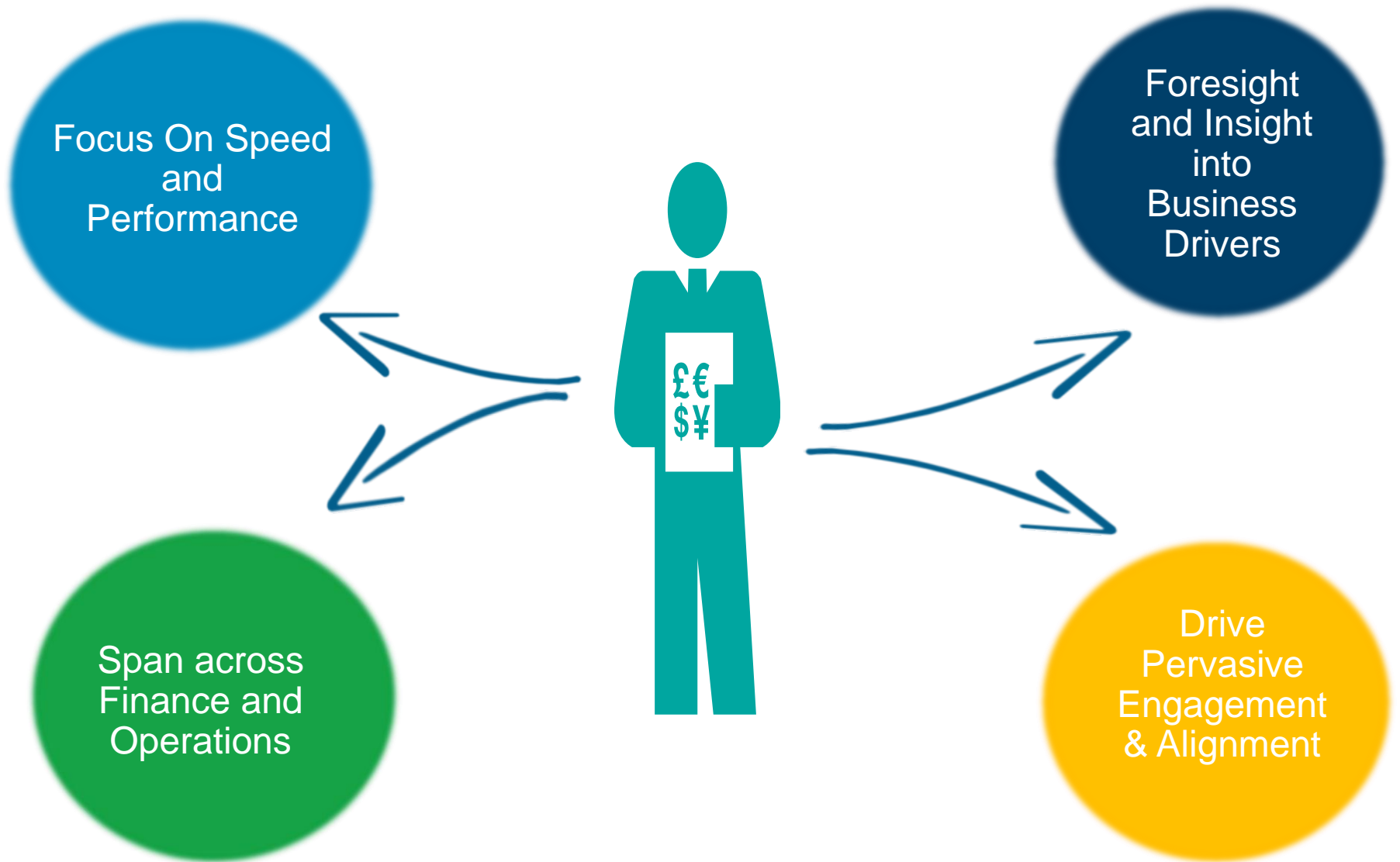
countries

6

roles:

CEO, CFO, chief HR officer, CIO, chief marketing officer, chief supply chain officer

How do Top Performers close the 30% performance gap?



Speed and Performance

Issues with current system	How IBM Resolves	Benefit to Customer
<ul style="list-style-type: none"> Lack of Scalability 	<ul style="list-style-type: none"> Cloud provides just-in-time infrastructure to support business requirements 	<ul style="list-style-type: none"> Reduced infrastructure costs on servers, backup, redundancy, etc.
<ul style="list-style-type: none"> Inability to analyze large data sets 	<ul style="list-style-type: none"> Multi-dimensional analysis on large data sets 	<ul style="list-style-type: none"> Ability to analyze all enterprise data in a single model
<ul style="list-style-type: none"> Time to get to the answer 	<ul style="list-style-type: none"> In-memory engine processing 	<ul style="list-style-type: none"> Real time responses to business queries
<ul style="list-style-type: none"> Spreadsheet limitations: Lack of version control and data redundancy 	<ul style="list-style-type: none"> Excel interface to backend provides common calcs and version control 	<ul style="list-style-type: none"> Leverage employee's experience with Excel increases user adoption





Span Finance and Operations

Issues with current system

How IBM Resolves

Benefit to Customer

- Each department utilizes their own spreadsheet for analysis

- Provides a single planning platform for consistency in planning across the enterprise

- Elimination of time & effort spent arguing over data and actually start analyzing it

- Planning is Finance-focused and may not include other LOBs

- Is LOB focused to ensure inclusion of all departments across the enterprise

- More accurate planning results by including the entire enterprise in the process

- Inability to get a full enterprise view of corporate performance

- All modules are interconnected to provide an enterprise view

- Ability to see results across the enterprise



Foresight and Insight into Business Drivers

Issues with current system

How IBM Resolves

Benefit to Customer

- Key decisions being made with 'gut feel'

- Incorporates power of Watson – advanced algorithms for uncovering underlying drivers

- Gain insights to improve business performance and accuracy

- Lack of insight into key business drivers

- Need something here

- Make better, informed decisions backed by science

- Limited by Excel for scenario analysis

- Scenario analysis in real time

- Scenario business impacts from changes in the market

- Inconsistent and unsure of quality of data

- Internal and external data integration

- Trusted data provides confidence in the solution





Drive Pervasive Engagement and Alignment

Issues with current system

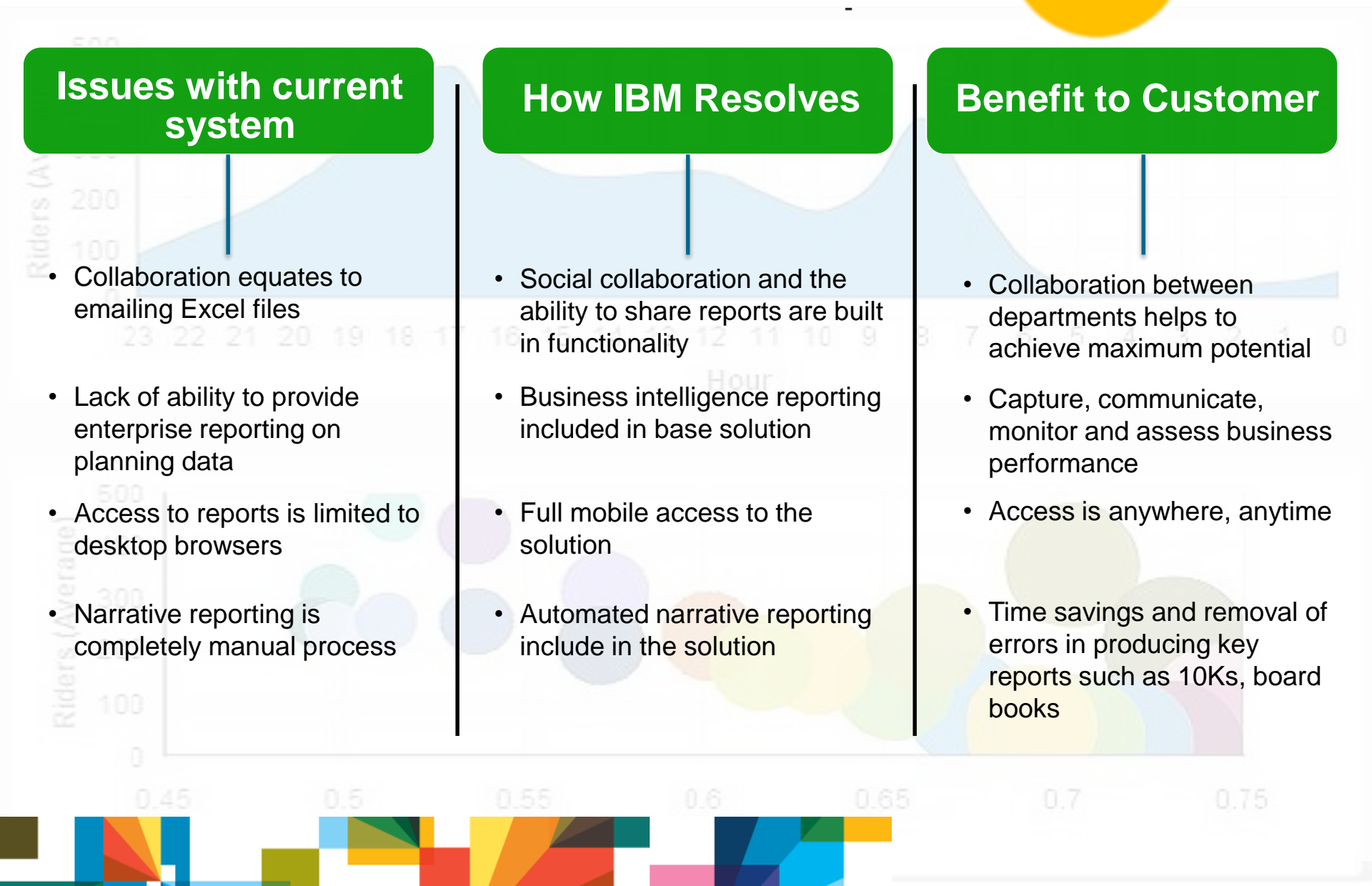
- Collaboration equates to emailing Excel files
- Lack of ability to provide enterprise reporting on planning data
- Access to reports is limited to desktop browsers
- Narrative reporting is completely manual process

How IBM Resolves

- Social collaboration and the ability to share reports are built in functionality
- Business intelligence reporting included in base solution
- Full mobile access to the solution
- Automated narrative reporting include in the solution

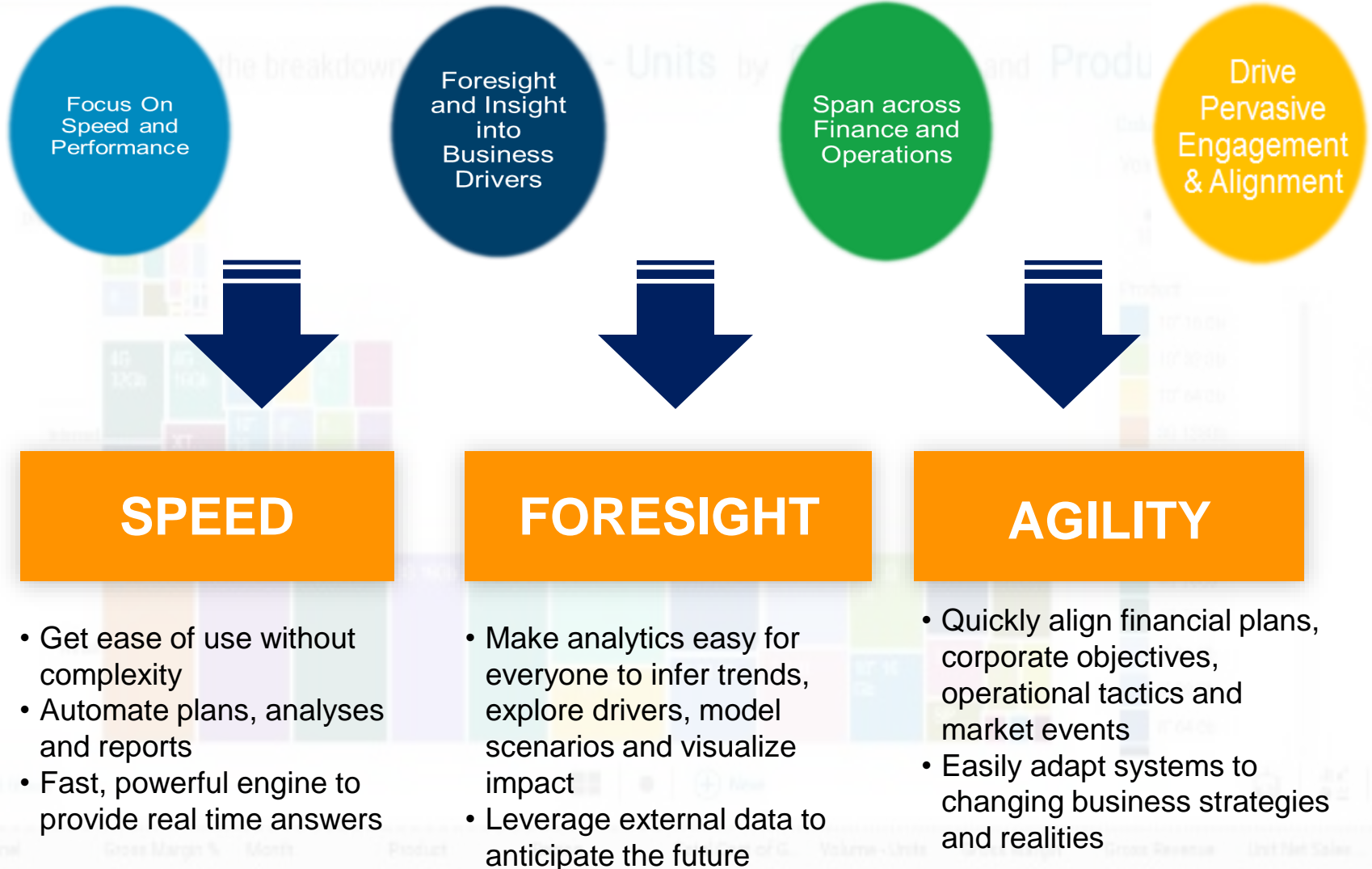
Benefit to Customer

- Collaboration between departments helps to achieve maximum potential
- Capture, communicate, monitor and assess business performance
- Access is anywhere, anytime
- Time savings and removal of errors in producing key reports such as 10Ks, board books



Introducing IBM Planning Analytics

IBM Planning Analytics is a **fast, easy, flexible and complete** planning and analytics **cloud solution** that helps you drive speed and efficiency, deliver foresight and steer agile business execution.



IBM Planning Analytics



Planning Analytics

Unleash your best business decisions by analyzing and comparing different scenarios.



Report

Build dashboards and Distribute results.



Explore and Predict

Ask Questions, Discover Patterns and find Insights.

Getting Started

Learn more about Planning Analytics

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Personal



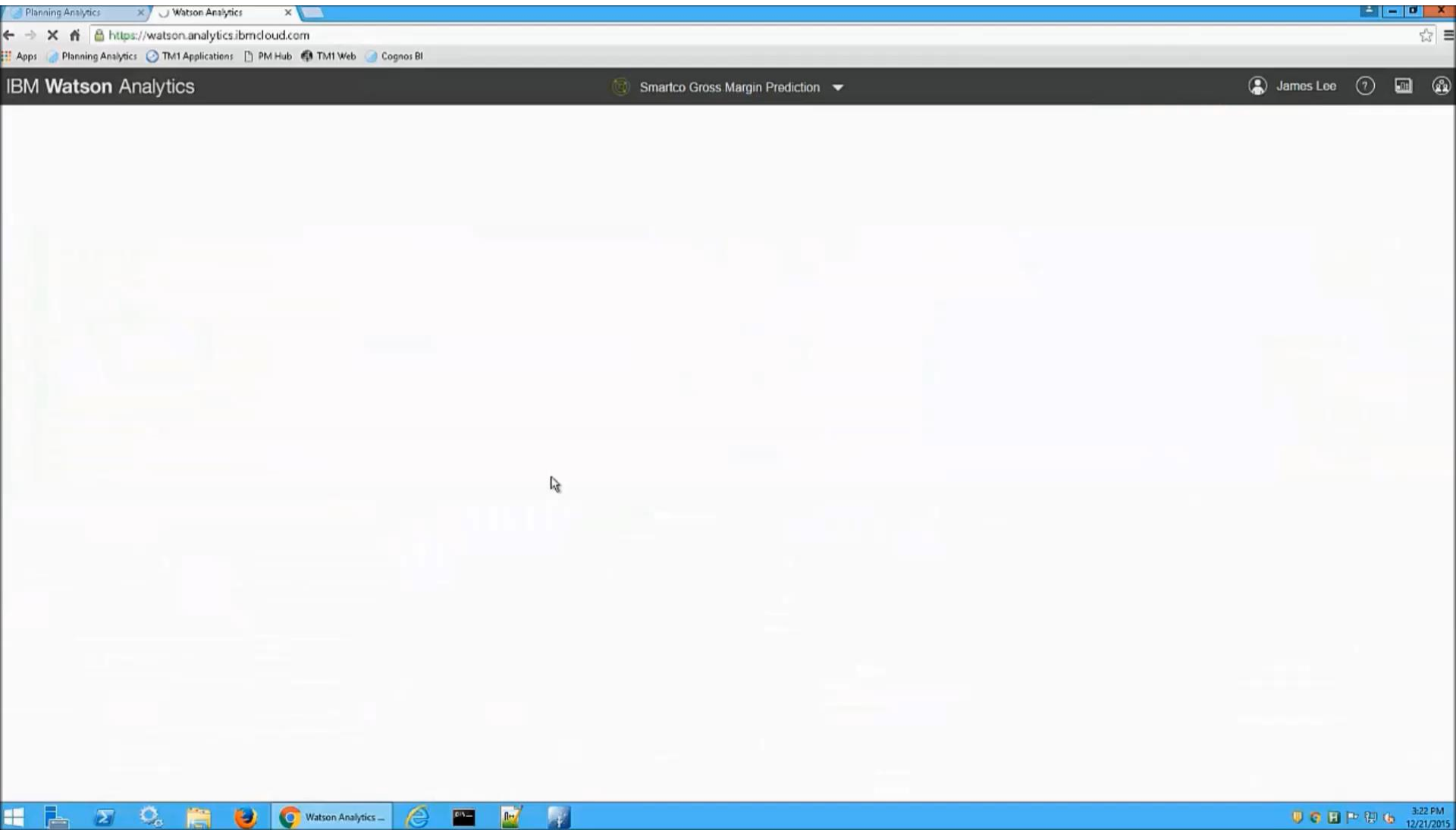
PLANNING ANALYTICS BOOK

Te Demo

01 Mar 2016

Analyse

Predict



Strategy

Te Demo
administrator

Sales Sales Entry PL Strategy

Products

- Product 1
- Product 2
- Product 3
- Product 4
- Product 5
- Product 6
- Product 7
- Product 8
- Product Undefined

- Years 2016
- Entities Ege Bölgesi
- Versions Budget
- Currencies Local Input

Products

- Product 1
- Product 2
- Product 3
- Product 4
- Product 5
- Product 6
- Product 7
- Product 8
- Product Undefined

Conversations

Search

Add new comment or start a poll

administrator 3m ago
31 Mart deadline' i unutmayalım!

administrator 4m ago
Satış Grafikleri

Çalışma kitabındaki yeni satış grafiklerini beğendiniz mi?

Evet - 1 Vote

Hayır - 0 Vote

Total votes: 1 Person(s)

administrator 1h ago
Şirket stratejilerini planlarınıza yansıtmayı unutmayın! Strateji tabi

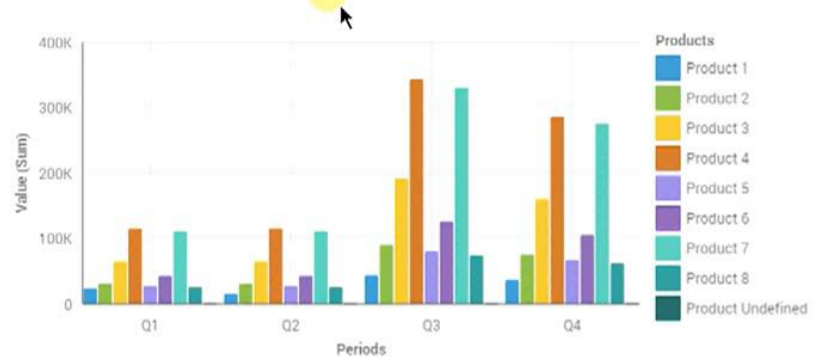
administrator 1h ago
Yeni bütçe dönemi başladı.

administrator 1h ago

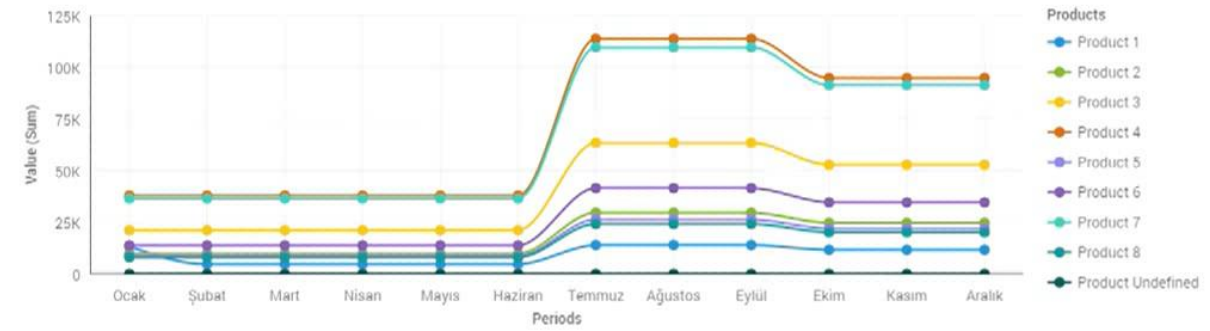
1 Participant

Collaboration

Sales Sales Entry PL Strategy



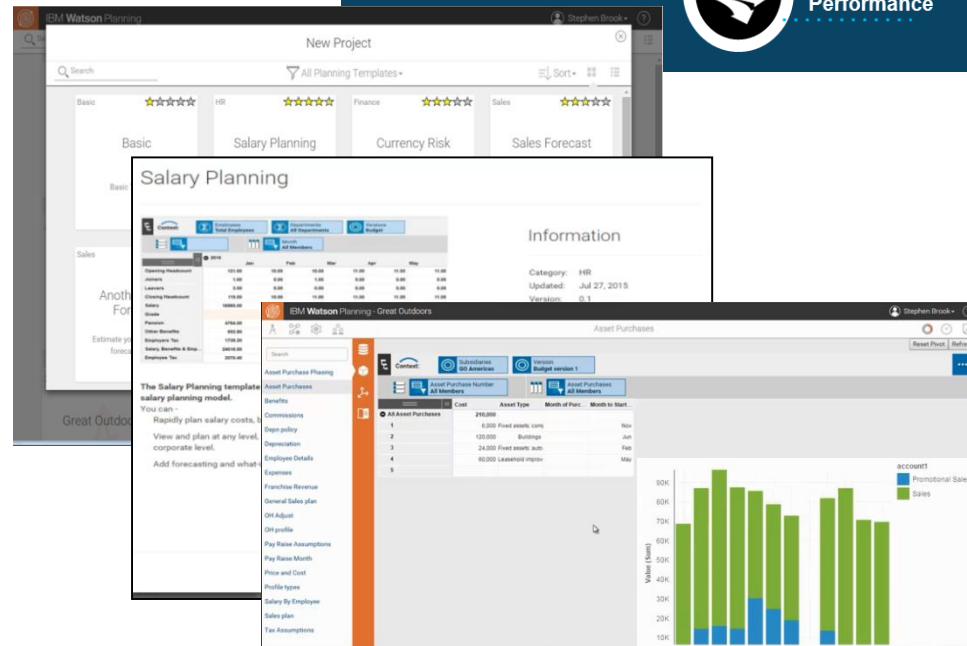
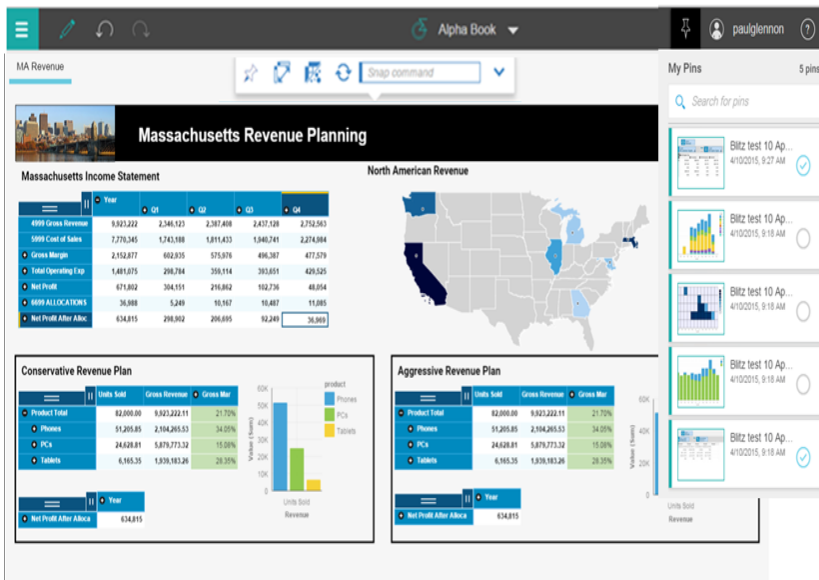
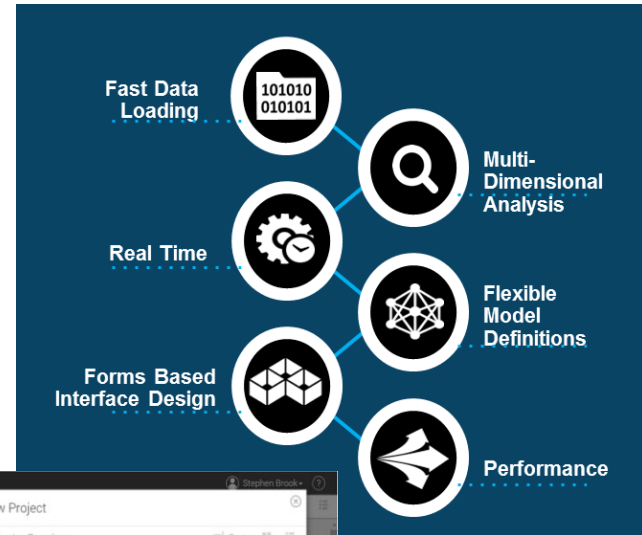
- Years 2016
- Entities Ege Bolgesi
- Versions Budget
- Currencies Local Input



IBM Planning Analytics Capabilities – *SPEED*

Fast & Scalable solution providing real-time answers to complex questions.

- Dashboard driven planning workspace drives collaboration across LOBs
- Real time planning updates, including fast data loading & high volume contribution
- Automate the ‘million spreadsheet march’ via intuitive business led design



IBM Planning Analytics Capabilities – *FORESIGHT*

Make it easy to determine drivers, infer trends, and anticipate the future

- Identify and validate performance drivers via the power of Watson Analytics
- Automatically generate predictive forecasts to narrow the gap between forecasts and actuals
- Natural language discovery and manipulation empowers all users to do analysis

What do you want to explore in "bike_sharing"?

What are the number of riders per hour during humidity

Very relevant

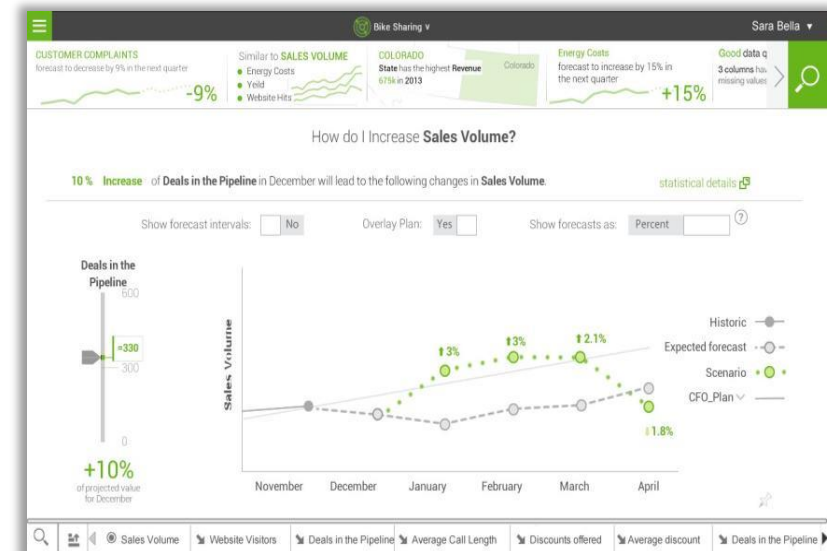
- What is the relationship between Humidity and Riders by Hour?

Somewhat relevant

- What is the trend of Humidity over Hour?
- How do the values of Humidity compare by Hour?

Somewhat relevant

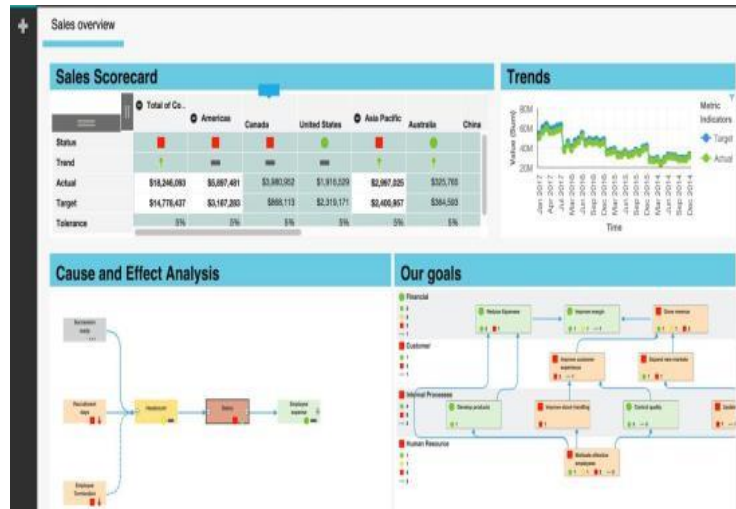
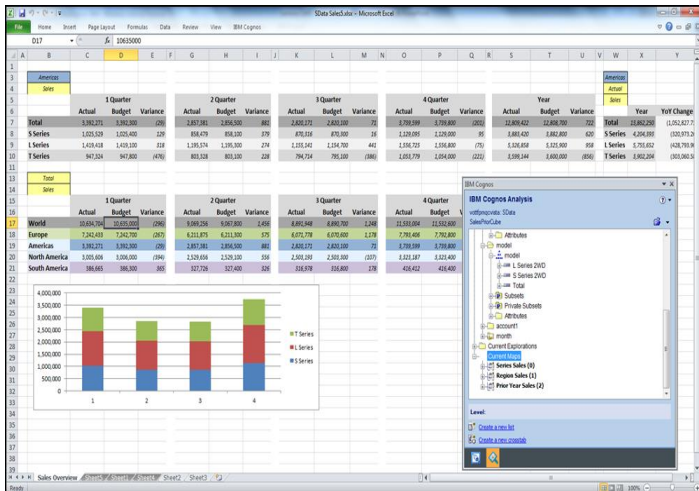
- What is the contribution of Riders over Hour by Month?
- How do the values of Riders compare by Hour and Month?
- What is the breakdown of Riders by Workday?
- What is the grouping of Riders?



IBM Planning Analytics Capabilities – *AGILITY*

Capture, communicate, monitor and assess business performance

- Excel connectivity leverages employees skills and knowledge
- Metrics & scorecards to monitor performance at all levels of the enterprise
- Mobile access highlights interactive reports anytime, anywhere
- Empower consumption & sharing via included Business Intelligence self-service reporting and data driven Narrative Reporting



Why do the World's Leading Companies rely on IBM's Cloud?



Lower cost of ownership:

- Reduce IT overhead and increase utilization rates using less hardware.

Faster time to value:

- Rapid deployment of planning, budgeting, forecasting, scorecard and analysis capabilities, so that users can make productive use of the software more quickly.

Scalability:

- Add users as needed without worrying about procuring new hardware and other infrastructure components.

Less strain on IT resources:

- Because your internal IT organization does not need to install or operate the cloud-based solution, you can reduce or bypass any IT backlog.

Cost accounting:

- Eliminate up-front expenditures and ongoing costs for capital equipment, software licenses, and IT infrastructure and resources.
- Shift costs from capital to operating expenses.

IBM Planning Analytics built for the Cloud

Built For Cloud

- ❑ Uses a modern architecture, but leverages the robust and established back end of TM1.
 - Utilizes ODATA API
 - Uses industry standard technology like SAML2 and REST.
 - IBM Planning Analytics provides "Out of the box" integration with customer on-premise data sources.
- ❑ IBM spends billions in R&D (\$6B) to drive innovation
- ❑ Boasts 1,560 cloud patents tied to inventions

Hybrid Tenancy

- ❑ IBM Planning Analytics is a Hybrid Tenancy
 - Each cloud deployment is a single tenant, virtual environment that runs on a multi-tenant physical infrastructure
- ❑ The core TM1 engine is single tenant to ensure faster results
- ❑ Other components of IBM Planning Analytics are multi-tenant, such as Watson Analytics
- ❑ IBM is ranked #1 in hybrid cloud by Synergy Research

Security

- ❑ Annual penetration tests and SSAE16 SOC 1 third party audits
- ❑ Conduct regular internal and third party security audits
- ❑ IBM SaaS services are compliant with ISO27002 standards
- ❑ Dedicated administrative user accounts are assigned to provide native authentication via 128-bit SSL

Data Centers

- ❑ IBM has 25 data centers and owns all of them
 - Centers are located in US, Europe, Asia to accommodate regional privacy and data storage requirements
- ❑ SoftLayer data centers are SOC 2 compliant, ensuring best practices around security, availability and privacy
- ❑ Data redundancy – fully redundant environment with both primary and secondary disaster recovery locations



IBM Planning Analytics



OUTTHINK