

FORWARD THINKING.  
INTELLIGENT SOLUTIONS.  
COMPETITIVE ADVANTAGE.

**deFacto** | **PLANNING**



# deFacto | PLANNING

BUDGETING | FORECASTING | CONSOLIDATION  
ANALYSIS | REPORTING | PREDICTIVE ANALYTICS



**Synchronized, Intelligent  
Cross-Enterprise Planning**

## deFacto Planning

A fully unified, cross-enterprise corporate planning product that is powerful, affordable, and easy to use, learn and implement.

Built from the ground up by the experts behind world class Planning products from Oracle/Hyperion and SAP/OutlookSoft, deFacto Planning delivers the best-of-the-best planning capabilities in a single, fully unified product.

deFacto Planning supports division-level to cross-enterprise planning and analysis for any industry and functional area. Applications include strategy, finance, tax, profitability, human resources, capital planning, sales, production, supply chain and many others.

deFacto Planning is a critical component of any Analytics, Business Intelligence or Corporate Planning Strategy.

# deFacto Planning Models

The ability to create a single comprehensive model of a business gives decision-makers a more powerful, reliable, and accurate means of forecasting and planning, including real-time analytical capabilities. Once a business model is created, planners can simulate different scenarios to assess potential outcomes, perform what-if analyses, and make the best strategic decisions.

deFacto Global now offers Machine Learning Predictive Analytics that enhance and automate the forecast process. The automatically generated forecast utilizes Machine Learning algorithms to better understand company data and provides alternate solutions for finding the most accurate forecast.

## Pre-built, Database-based Financial Business Logic Capabilities

- ✓ Allocations / Apportionments
- ✓ Foreign Currency Exchange
- ✓ Copy Data (e.g. from one Scenario to another)
- ✓ Intercompany Matching/Eliminations
- ✓ Unit X Rates
- ✓ All Kinds of What-ifs
- ✓ and many more...

### FINANCIAL PLANNING

Enables forecasting of revenue and expenses across all entities.

### SALES & REVENUE

Track and analyze actual and budgeted sales revenues across location, customer, and product type.

### DEPARTMENTAL BUDGETING

Allows budgeting and analysis of expenses by the responsible operating areas.

### INSURANCE

Real-time analysis, planning, allocation, & ratios, all in compliance with GAAP & Statutory accounting principles, seamlessly integrated with comprehensive corporate planning capabilities.

### FINANCIAL REPORTING

Allows comprehensive and efficient reporting from one or more ERP systems in conjunction with corporate plans.

### INTERCOMPANY REPORTING & RECONCILIATION

Allows the use of intercompany eliminations and matching to report and reconcile intercompany transactions.

### HUMAN RESOURCES

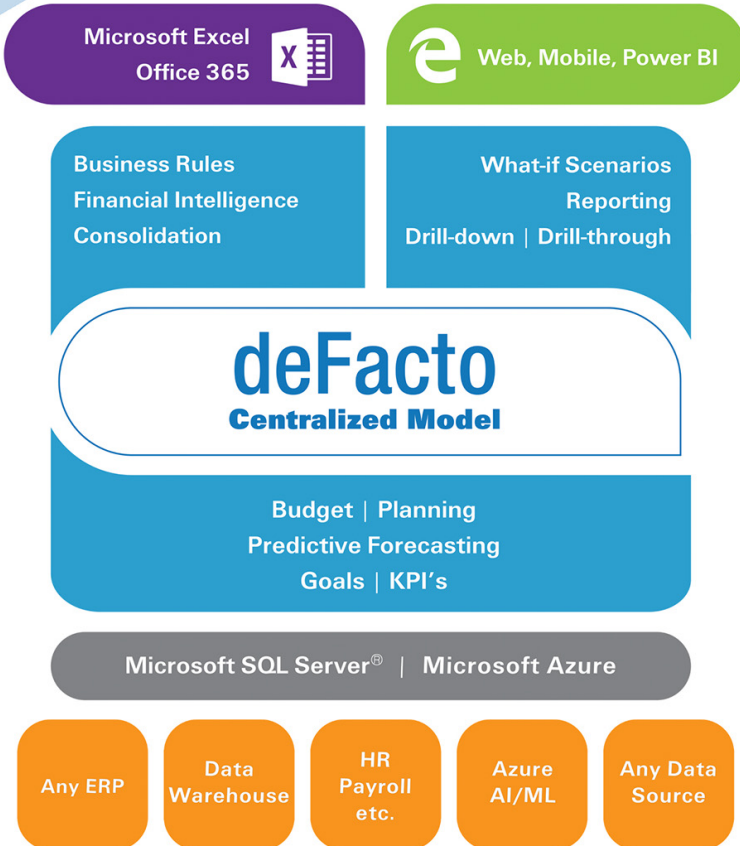
Provides bottom-up and top-down workforce planning.

### TAX

Provides automated preparation of quarterly Tax Provisions and final Tax Returns.



# deFacto Planning | Features and Functionality



## EXCEL ADD-IN :

- Input forms
- Reports
- Alternate hierarchies
- Properties/attributes query-ability
- Maintains native Excel formulas and formatting
- Book publication wizard
- Offline support
- Advanced zero-suppression
- Formula-based or matrix-based reporting
- Drill-through to relational data
- Send and receive text comments

## SCORECARD/DASHBOARD INTEGRATION :

- Native integrations with BI tools such as Power BI, Tableau, Qlik etc. to complement overall BI Strategy
- Web-based reporting and data entry

## SCRIPT LOGIC :

- Customized logic for specialized business processes
- Inter-model logic

## ENHANCED FINANCIAL INTELLIGENCE :

- Budgeting/planning/forecasting/consolidation
- Intercompany eliminations
- Reporting
- Foreign Currency
- Allocations
- Unit X Rate

## WORKFLOW :

- Simple out of the box approval structure for contributor, reviewer, approver
- Ability to completely customize the approval structure
- Based on multiple time periods/entities/categories/scenarios

## CUBE BUILDER/OPTIMIZER :

- Create/maintain dimensions and attributes
- Create/maintain sets of cubes
- Create alternate hierarchies
- Make copies of cubes and sets of cubes
- Can be managed by non-technical business users

## PREDICTIVE FORECASTING & ANALYSIS

- Seamlessly integrated
- Dozens of models
- Automatic model training & scoring
- Results provided on every dimension, hierarchy and member
- Proven results
- No data scientist required



# Case study

## Global Telco deFacto Planning Outperforms SAP BPC

One of the world's largest, most recognized, mobile telephone service providers was suffering crippling problems with their planning system software. Large volumes of data from an increasing variety of data sources were pushing the limits of the tools they were using, rendering their data less reliable - resulting in the loss of productive work time and the inability to accurately forecast data to refine their overall planning process.

**Business Situation:**

- **Problem:**  
The customer was experiencing increasing levels of performance and scalability problems with SAP BPC
- **Solution:**  
Replace their current solution with **deFacto Planning**, starting with a pilot group then a full replacement based on success

### HOW WE HELPED

After researching potential alternative solutions, the company chose deFacto Planning because of its unique ability to provide scalability, interoperability, accuracy, reliability, data management capabilities, and an Excel interface.

#### Application/Administration:

- 400+ users
- 14 dimensions with total of 20 hierarchies
- 50,000 members in application
- 200 million records in Fact Table and growth

#### Resulting User Experience:

- Powerful Reporting - easily create reports and schedules
- Love the Ribbon driven approach to reports in deFacto Planning
- Input schedules are very easy to create and use
- Performance and scalability enables levels of analysis unattainable with previous product

### Overall Results

- Gains in performance and scalability beyond expectations
- Processing times from prior technology decreased from several hours to under 5 minutes
- Previous application and logic migrated easily to deFacto Planning in a matter of a few weeks
- Client rollout much simpler – nothing to install, no need for admin rights, rolled out to over 300 users in one weekend
- Savings on maintenance and support costs for one year alone greatly exceeded the total cost of the new implementation
- Significant reduction in overall, on-going system and end-user support
- Adoption of a new planning platform that can support the rapidly growing needs of the organization

**Financial group's overall performance improved by 1000% while systems became much more stable.**

**Ability to access applications more quickly, calculations processed in a fraction of the time.**

**Enabled the ability to perform analysis not possible with SAP BPC.**



**"In looking for a solution, deFacto Planning stood out for its scalability, reliability, accuracy, Excel front end, and its ability to accept and manipulate data from disparate sources."**

**–Financial Group Manager**



## What is deFacto Planning?

deFacto Planning is a unified planning product that enables any business, regardless of size, to operate like the world's top performers: By measuring and managing financial and operational performance accurately, simply, and quickly.

## What are the advantages of a unified product?

Many planning products are a collection of products (i.e. integrated, not unified), each designed to focus on a single function like budgeting or reporting or consolidation, etc. Since most businesses need all of these functions, it makes sense to purchase one product that does it all. deFacto Planning is a unified product that offers significant cost savings, faster implementation times, higher data integrity (all applications use the same base of data; a single version of the truth) and higher utility.

## What type of applications can deFacto Planning be used to support?

deFacto Planning is designed for organizations looking to support a wide-range of sophisticated planning and analysis capabilities for division-level and enterprise-wide applications, such as financial, human resources, supply chain, capital planning, sales, profitability, and many others.

## How does deFacto Planning work with Excel?

The deFacto Planning end-user interface is an Excel add-in that utilizes 100% of the native capabilities of Excel. It is a true Excel interface.

## Does deFacto Planning have a web interface?

Yes, besides Excel, deFacto Planning has its own Web and Mobile interfaces where you can run reports, enter and submit data, drill down, etc. deFacto Planning also has a native connection to BI tools for dashboards and scorecards and native integration with Office 365 as well.

## What type of built-in financial intelligence does deFacto Planning have?

deFacto Planning has the range of built-in financial intelligence you would expect from an enterprise-level planning tool. It supports foreign currency conversion, allocations, intercompany eliminations, and so forth. deFacto Planning also allows the customization of any business rule or formula that needs to be applied to financial data to support your business needs.

## How scalable is deFacto Planning and what level of performance can be expected?

deFacto Planning utilizes 'intelligent caching' to support very high processing speeds. Clients have realized reduction in processing times from hours to minutes using deFacto Planning instead of other advanced Corporate Planning or Corporate Performance Management (CPM) tools. In addition, deFacto Planning can scale to support thousands of users with exceptional performance.

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# FAQ's

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