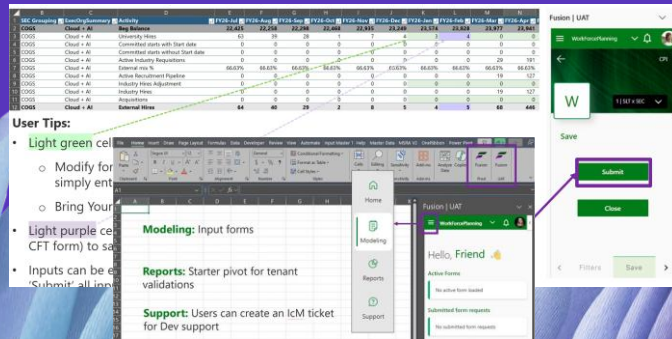


Revenue Planning Platform

Solution Overview

Revenue Planning Platform is an internal platform that leverages AI to accelerate the revenue forecasting, planning and reporting for finance professionals. Some of the key capabilities include:

- Integrated data flow and workflow for data injection, data modeling, data input and data extraction.
- Supports multi-methodology and driver-based modeling for scenario planning and triangulation.
- Data traceability and version control.
- AI predictive modeling to accelerate the forecast cycle time and increase accuracy.
- Real-time and self-serve reporting for analytics, insights and decision-making.
- Role-based security for data protection and compliance.



Business Use Case

Finance Revenue forecasting and planning historically required both 1st and 3rd party tools across multiple systems which created varied user experiences, complex data landscape, extended development time and cycle time, long wait times for data retrieval and data reconciliation. This led to inflexible design structures, issues with scalability and steep learning curves for users and engineering teams. There was a risk of sharing confidential information with third party tools, enabling data irregularities and unnecessary costs to maintain multiple systems.

Benefits

- **Centralized user experience:** Central UI/UX for revenue forecasting & planning, provides consistent user experience reducing onboarding time as people move across teams.
- **Efficiency:** Saves finance teams approximately 72 hours per forecast cycle by consolidating tools and enabling near-real-time reporting
- **Data:** Revenue Planning Platform cut speed to data from days to under 3 minutes from load to reporting.
- **Onboarding:** Get up and running in Revenue Planning Platform in average 3 months comparing with 18 months development cycle in industry

Key Results

4K hours

Annual time savings

\$15M

Annual cost savings

Technology

- Azure Synapse
- Azure SQL
- Fabric
- Excel
- PowerBI

Time taken

Launched in 2 years