

# Financial Services Organization Needs to Consolidate Planning Process

**+50** MODELING SHEETS DELIVERED

**35** WEEKS OF EFFORT

## Income Models

- 7 unique revenue models across 6 unique business segments
- Professional Services, Subscription, Interest, Real Estate (Leasing), and Transaction based revenue models

## Expense Models

- Personnel Modeling incorporating *position level and high-volume job planning*
- OPEX Model with *Marketing + Print/Postage + IT Costs + Loan Amortization*
- Interest Expense Model
- CAPEX Model with *Accumulated Depreciation and Capitalized Labor*

## Balance Sheet Models

- AR Model
- Work-in-Progress Model
- Debt Schedule

## Cash Flow Model

- Able to plan cashflow for the first time

## Moving six unique business units using six unique planning tools + methods into a collaborative, consolidated planning software that automatically refreshes with live data

This multi-dimensional and diverse organization needed to come together under one 'roof' and consolidate their tools and methods being used to plan across the business. While each of the business units were getting the detailed planning they desired, it was becoming impossible to consolidate those plans at the corporate level and get a full picture of their corporate plan. Workday Adaptive Planning provided the configurability needed to meet these complex needs at the business unit level while seamlessly consolidating those individual plans into a corporate budget.

This Workday Adaptive Planning Deployment was all about giving the business all the bells and whistles while ensuring they translated to a cohesive, consolidated plan.

### Six Businesses Under One Roof

Leveraging Workday Adaptive Planning load templates and consistent UI across was critical in ensuring that each business unit could 'have it their way' while planning and ensure corporate could still consolidate each plan into a single, cohesive budget.

### Bringing in the Calvary + Decentralizing Planning

Workday Adaptive Planning's ease of use and seamless UI allowed for the ability to open the tool up to cost center owners. Decentralizing planning brought greater accuracy to plan data and a huge lift to the corporate finance team.

### Optimizing Personnel Planning

For three business units in particular, Personnel costs were the number one expense by far. Workday Adaptive Planning allowed the business to automate and optimize the personnel planning process for the first time with drivers and assumptions, not manual calculations.

YOU NEED A PARTNER WHO THINKS CREATIVELY + CAN EVOLVE A SOLUTION TO MEET YOUR REQUIREMENTS.

