

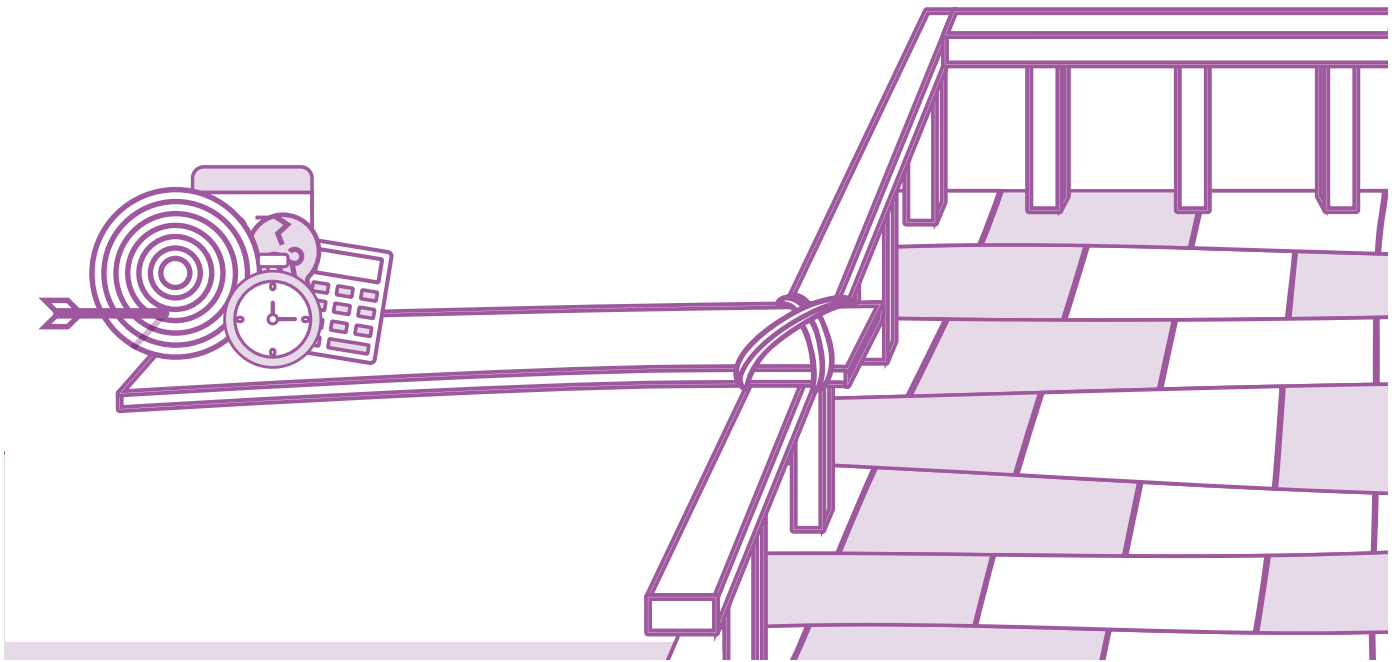
Game changer

On the road to success with agile corporate planning

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Planning in companies is one of the most demanding and responsible tasks. And it is becoming increasingly complex due to fast markets, international competitive pressure and constantly changing structures. Targets must be harmonized across the company and with every department, and this simply cannot be done without professional planning. The requirements have changed enormously in recent years. It is no longer enough for individual departments to have a micro-plan that is written down somewhere and somehow and, in the worst case, disappears into the file cabinet until the next report. The planning of successful companies is comprehensive, agile and above all networked in order to achieve maximum efficiency, profitability and success. Companies that are extremely successful internationally show how it is done, and there is no reason why medium-sized and small companies shouldn't also be able to ensure their success with professional planning. The prerequisite for this is having the right set of tools.



Toss everything overboard that doesn't help

No, not everything that has always been done this way is no longer good enough today. However, the business of many companies does change over the years and this must also be reflected in the processes and especially in corporate planning. Existing planning processes must therefore be put to the test and what no longer fits the current and future business model must be jettisoned in favor of optimal solutions.

Planning is one of the Achilles' heels of many companies. In most cases, it is not cross-departmental and cross-company. If the plan is changed in one place, for example in production or development, this is not automatically reflected in materials requirements planning or in the finance department. One of the most obvious consequences is the associated intensive planning cycles and the time required for them.

In a study, QVANTUM found that 32 percent of the companies surveyed need more than a month for revenue and sales planning – a period in which markets and conditions can change significantly. Likewise, more than four weeks of planning time is confirmed by 38 percent of the companies for cost planning and the P&L. One might hastily assume that “only” about one third of the companies have this problem. Unfortunately, this is not the case.

That's because even if it doesn't take a month, 34 percent still need several weeks for both disciplines. So the problem is not a small one, but a widespread one, and it gets worse: 44 percent know that the merging of data is not supported on the software side, and 37 percent confirm that interdependencies cannot be identified in the planning process.

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“Customers such as SALOMON FoodWorld, ONSKINERY and BABOR are successfully working with agile and company-wide QVANTUM corporate planning software. However, our studies show that many companies still face considerable challenges with planning and with the tools used for it. We believe that our economy, which has been very successful so far, definitely deserves a better outlook for the future”,

explains Ralf Schall, Success Manager at QVANTUM.

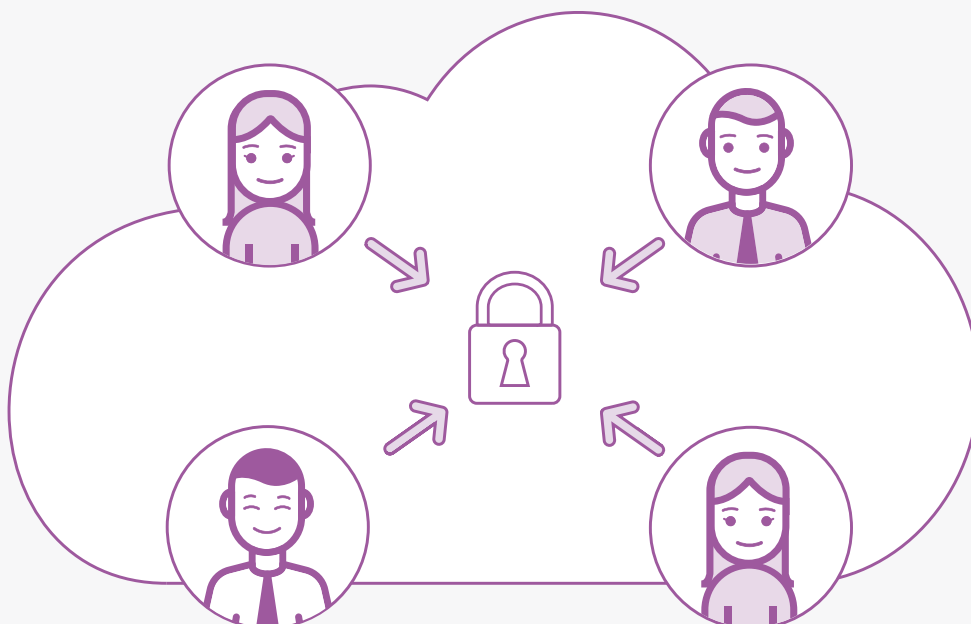
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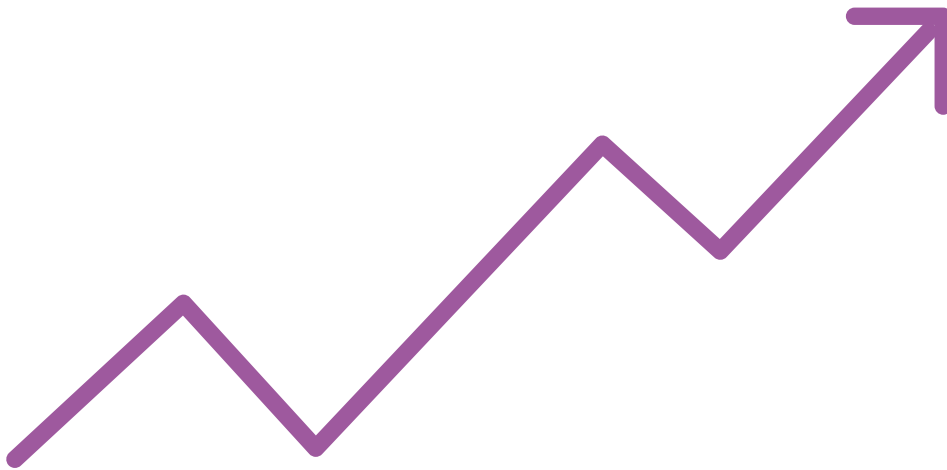
In the past, different departments liked to help themselves and established individual planning tools – frequently based on Excel. One of the main problems of different planning tools that do not communicate with each other are format discontinuities and interrupted planning chains. These require manual reconciliation, which constantly leads to the question: How do you get various plans in Excel and any other proprietary tools into a consolidated business plan?

The answer is quickly found: usually not at all, because there is no uniform planning concept. This means that a comprehensive management cockpit is virtually impossible for a department head or company management. Although the finance department usually transfers the key monetary data into a consolidated overview, this takes an enormous amount of time and involves a considerable risk of error.

In addition, no real-time data is available with such isolated applications, but always only the status at exactly the point in time when different plans were merged. This is an unsatisfactory situation for company management and even more so for the finance department, whose task it is to guarantee optimum profitability and identify opportunities.

So, jettison inadequate planning tools and adopt an agile solution that maps comprehensive and complete planning across departments throughout the company, with valid interim statuses and successes.





Towards even more success with agile corporate planning

Agile – just another buzzword? No, definitely not. After all, it's largely agile companies that are successful today and occasionally even overtake established industry leaders – a good example of this can be found in the automotive sector, where an agile company like Tesla was already worth more on the stock market in 2020 than the heavyweight companies VW, Daimler and BMW.

So what is “agile” and what role does agility play in the corporate planning process?

Agile corporate planning is fundamentally iterative. This means that a plan is developed and modified several times as needed. The goal is to invest time in planning at the best possible moment and to easily accommodate changes that occur during execution.

The added value of agile corporate planning like QVANTUM is that

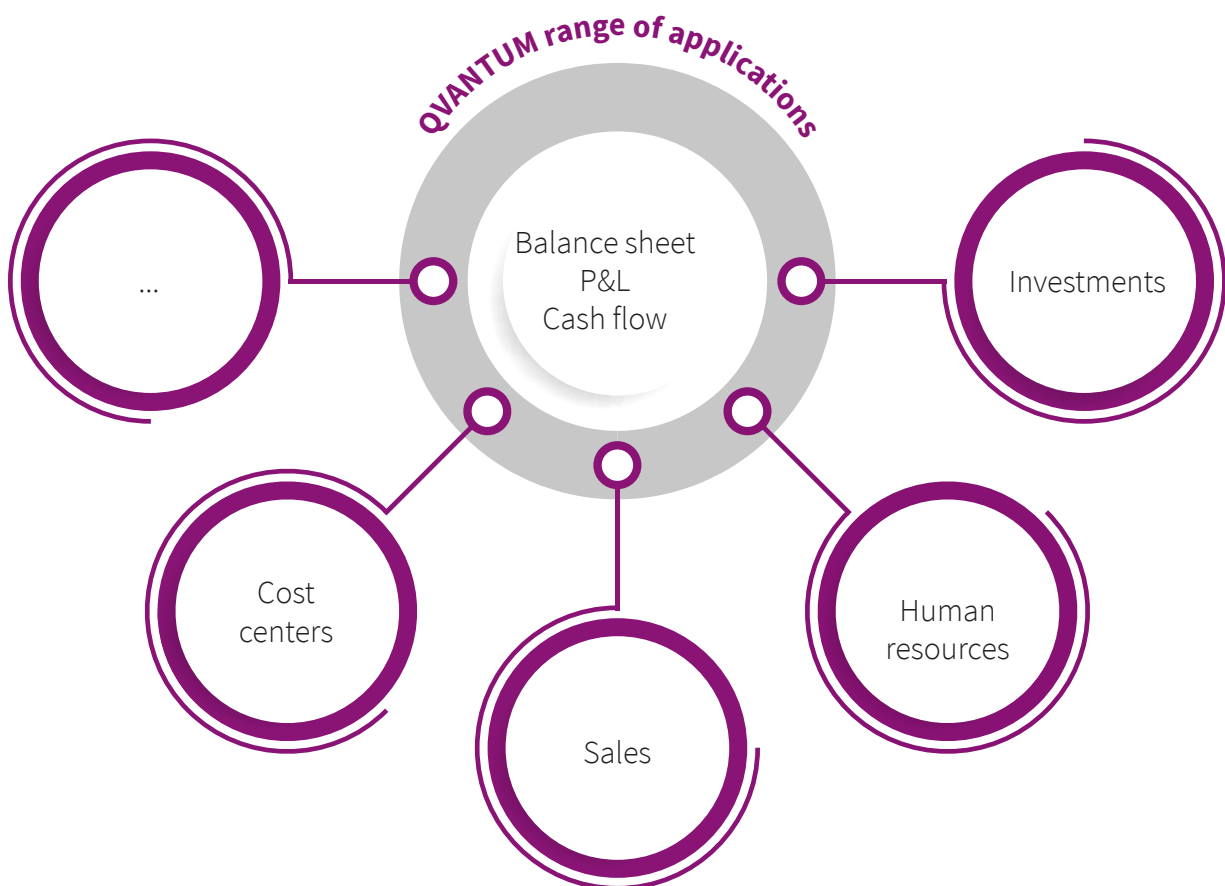
- ***all departments and instances are based on a common planning basis***
- ***real-time information is available at all times for every manager at every level***
- ***dynamic performance-based management is supported***
- ***plan changes are automatically reflected in the plans of every department***
- ***the plan is not a rigid structure, but can depict any change in the shortest time possible***

This means that isolated solutions for planning that are distributed throughout the company, for example using Excel, are a thing of the past. An agile planning process that supports success integrates development, sales, production, logistics, human resources and – especially important – F&A (finance and accounting).

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“If other companies have a decisive advantage due to modern and agile planning, companies that do not plan with agility are at risk. Competitiveness and success are based to a large extent on the agility of companies and the ability to identify and seize opportunities”, says Ralf Schall.

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Next-generation corporate planning

Next-generation software is commonly referred to as software that adapts to the current and future requirements of a market, a company or other external influences and promises the best possible result. This is exactly where QVANTUM with its cloud-based software for corporate planning is at home and successfully in use at many companies. QVANTUM corporate planning maps modern working methods with a lean, modular architecture and can be adapted to individual user needs as required – across the entire ecosystem. With next-generation planning management, all requirements are met with a radically new conceptual approach:

- ***Support for every team and department involved in planning***
- ***Establishment of a collaborative planning platform that informs and coordinates***
- ***Structuring of all information strands of comprehensive corporate planning***

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“Software, especially software that makes a significant contribution to a company’s success, must be based on an architecture that solves the challenges of today and tomorrow. We did not develop QVANTUM as an end in itself. We offer the greatest possible benefit out of the box and at the same time the modularity and customizability to meet the needs of any company”, explains Ralf Schall.

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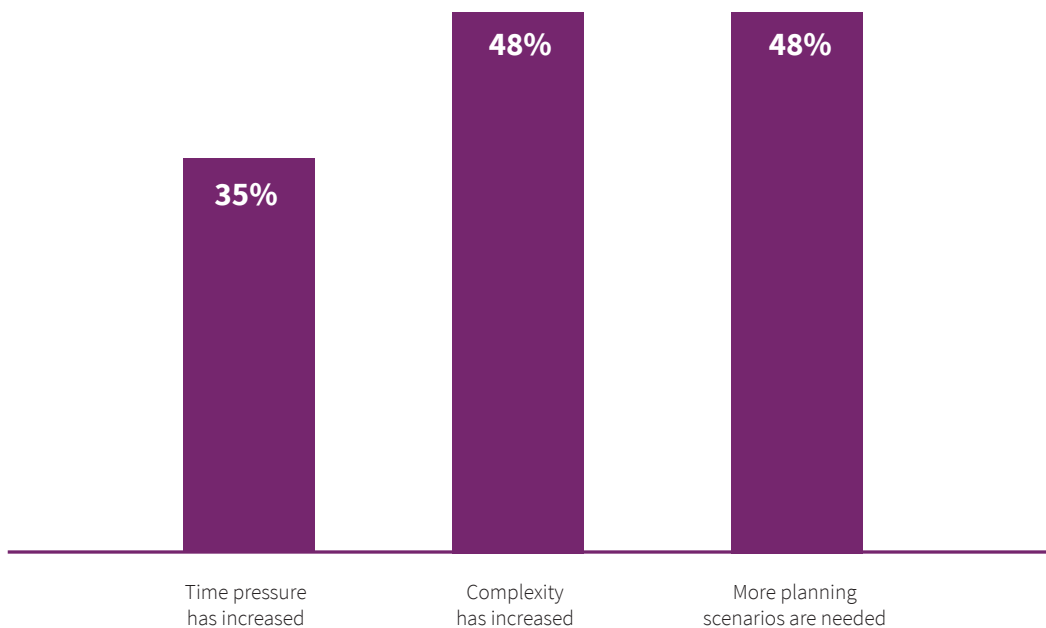
With QVANTUM and the “single source of truth” principle, managing resources, managing profits and costs, and managing opportunities and risks are easier and faster than ever. Next-generation corporate planning makes it possible to map all subplanning in an integrated system and still remain dynamic. The individual structures and needs of the company are mapped one-to-one using the innovative modular concept. Data is managed centrally and functions can be easily expanded and linked. The result: The potential of corporate planning is fully exploited – with minimized effort.

It's all about the future of your business

We know from our studies and discussions with companies of all sizes and industries: The business line is only established to a limited extent in large and medium-sized companies – in other words, the word “line” hardly ever appears in corporate planning. Instead, there are separate business islands and containers. However, there is light on the horizon: The results of QVANTUM studies state that 34 percent of the companies surveyed want to change and optimize their planning processes. The majority of the pain points mentioned speak a clear language:

How have the requirements for planning evolved?

(Multiple selection)



- 35 percent report significantly higher time pressure in the planning process
- 48 percent are aware of the greater complexity for planning
- 48 percent need more planning scenarios to make better decisions

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“QVANTUM didn’t just come up with an idea for corporate planning. We did research to find out exactly what companies need today. And to ensure that our corporate planning solution grows with our customers’ requirements, we are continuing to do research,” reports Ralf Schall.

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Companies usually pursue the same primary goal with corporate planning: a stringent and continuous strategy to achieve high resource-related and financial savings, to determine a valid target/actual status at any time and to align the core business optimally and successfully.

This is achieved with QVANTUM's agile corporate planning, which can be seamlessly connected to core systems, including SAP, DATEV, MicroStrategy, MS Navision or Sage. Previously manual, error-prone and costly planning processes and consolidation tasks are integrated and automated. The result is not only a predictable and successful business, but also motivated and efficient teams that have to deal considerably less with administrative tasks, but instead focus on their core competencies.



Is real-time planning really necessary? Absolutely!

You have always trusted that the business will go on? Good. Are you relying on experience and practices that you have known for a long time for the success of your business? Also good. You don't know exactly what makes other businesses successful? Not so good. You don't know how changing market conditions are specifically affecting your business? Highly dangerous, because others do.

That's why successful companies rely on real-time data for their corporate planning. Unexpected events – caused, for instance, by a freighter stuck sideways in the Suez Canal or by a fire in a chip factory in the Far East – can occur at any time. In internationally networked business, the risk of unexpected events is even higher and ultimately nearly every company is impacted by the global market.

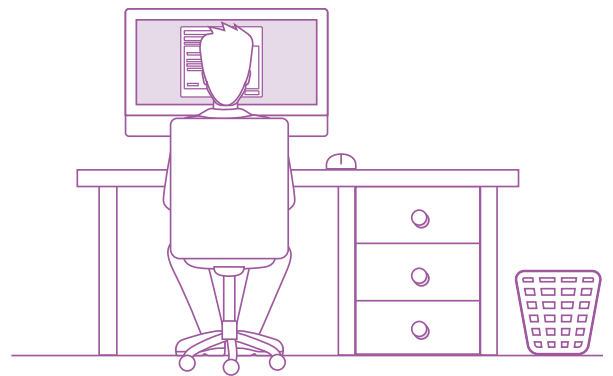
So what is the best strategy in case of an unexpected situation? Wait until things get better again? Certainly not. Presumably, they will actively seek ways to make the best out of the situation or even use it to generate an upswing. And this can only be achieved with corporate planning that provides valid data updated daily and rolling forecasts for decision-making, with a planning tool that can present scenarios, and with corporate planning software that projects plan changes directly to all the subplans of departments and business units.

With QVANTUM the basis has been created to raise the business and the entire supply chain actively, dynamically and with security to the necessary and often desired level.

Simply get up and running with agile corporate planning – now!

What is it they say? If you don't act now, life will punish you. In this context, companies may not be punished by life. But without agile corporate planning, they will certainly be punished by the market and perhaps even by their own frustrated employees. So it's a matter of acting now and making the right decisions for corporate planning.

In doing so, it is crucial to consider important aspects: Again and again, large, perhaps even very well-known systems are assumed to be suitable for good corporate planning. The reality is often quite different. We know from our customers that many have already failed with complex, inflexible and expensive planning tools. The reason is often that companies would have to adapt to the software instead of the other way around. QVANTUM does exactly the opposite. The cloud-based software offers an extremely flexible framework that can be adapted to any company structure. And no, it doesn't require programmers who spend days, weeks or even months trying to achieve what is promised.



Quite the opposite. After a comparatively short introduction by QVANTUM's team of experts, during which planning is set up for logistics, production or the finance department, for example, the user can quickly and easily adapt planning or extend it to other departments.

The initial implementation in the company is completed in just five steps – simple, fast and efficient:

- ***Onboarding***
- ***Use case (master data entry)***
- ***Prototyping***
- ***Go Live and user acceptance***
- ***Roll out automation and planning throughout the company***



QVANTUM's corporate planning is just as easy to implement as it is to use. Because QVANTUM has no impact whatsoever on the existing IT structure in the company. Thanks to the cloud, there is no need for servers, storage or other resources from central company IT. The entire solution runs in the QVANTUM Cloud; the only requirements are internet access and a standard web browser. And this also provides complete independence for the user. Whether on a PC, on a tablet, in the office or working remotely from home, the user is completely free to choose the device they want to work with in QVANTUM corporate planning.

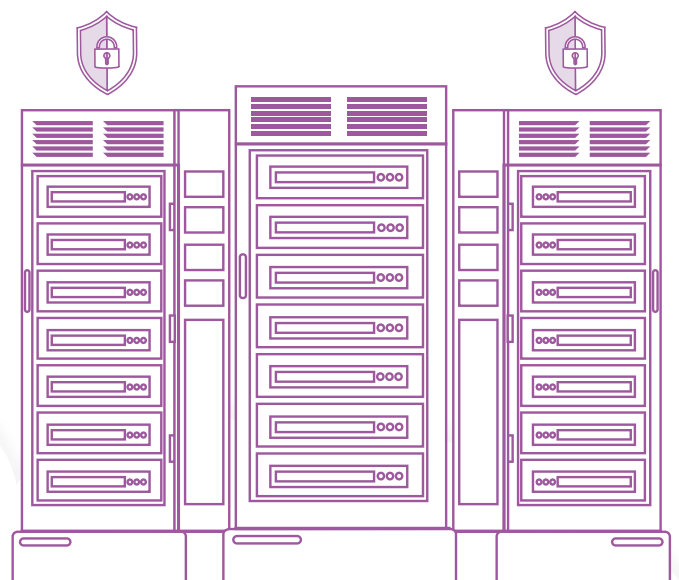
Speaking of the cloud: Security in particular plays a key role in corporate planning.

For this reason, the QVANTUM Cloud is not only operated in a German data center in compliance with legal and data protection requirements, we also ensure continuous availability and security.

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“It is important for us to provide our customers with a very powerful solution that does not require any additional effort and contributes significantly to controlling in the company and to overall success within a very short time. Our customers have accomplished just that with Qvantum”, says Ralf Schall, summing things up.

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About QVANTUM

QVANTUM is a solution by Thinking Networks AG, which is headquartered in Aachen, Germany. Since 2018, QVANTUM has stood for innovative, digital and agile corporate planning with its software-as-a-service. Using a cloud-based solution, QVANTUM replaces manual and ineffective planning processes.

With QVANTUM, companies take their operational planning and related processes to the next level and ensure high and continuous value creation. Real-time planning enables them to fully realize their business potential and actively exploit competitive advantages and opportunities.

QVANTUM corporate planning is in use at German and international organizations, including SALOMON FoodWorld, ONSKINERY and Babor. QVANTUM is the ideal corporate planning solution for organizations of any industry and size.

Learn more at getqvantum.com



You have questions? Get in touch!

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