QVANTUM

CONTROLLING

CONTROLLING DIGITALLY TRANSFORMED WITH AGILE CORPORATE PLANNING

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Controlling digitally transformed with agile corporate planning

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Corporate planning on a central platform creates greater transparency, agility, collaboration and, above all, time in controlling.

Corporate planning is one of the most important disciplines in controlling. In fast-moving and changeable markets, financial experts have to set the direction for the company to achieve the best possible results. Speed and accurate data are the basic prerequisites for this. Traditional and manual planning tools are of little help here. With agile corporate planning, controllers have the tools to be better than others – digitally transformed, automated, compliant and with high user acceptance across all company departments.

Controlling and corporate planning between the conflicting priorities of yesterday, today and tomorrow

Many company departments are undergoing massive digitization, mostly to increase efficiency and quality. The digital transformation also creates more freedom to focus on tasks for which there was hardly any time before. Why shouldn't this principle also help controlling?

Controlling is one of the most important focal points in a company. It is not only finances and results that are "controlled" here. Controlling has also always been one of the crucial business units, where central corporate planning is situated. This task is strategic and enjoys the highest priority, because companies must not only achieve their desired goals, but also hold their own against the competition and move in fast and sometimes disruptive markets.
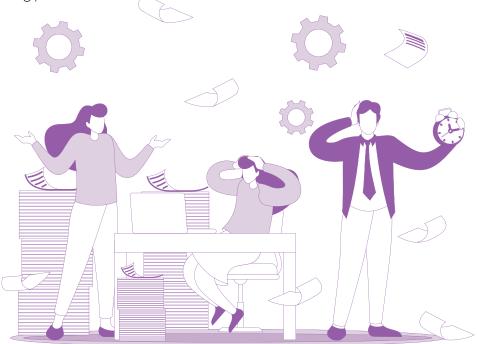
Hence, the controller is a crucial in-house advisor for management. With scenarios, forecasts and agile planning, he provides the basis for valid and precise businessdecisions.

However, it is also a fact that controlling faces challenges. Here are a few examples of classic challenges:

1. Planning is one of the Achilles' heels in controlling. In a study by QVANTUM and ICV, 32 percent of companies confirm that they need more than a month for revenue and sales planning – a time span in which markets and conditions can change significantly. More than four weeks of planning time is confirmed by 38 percent of the companies for cost planning and the P&L.

2. The daily work of corporate planning often includes unsuitable or outdated tools that require a lot of manual work and do not take advantage of today's digital possibilities. Figures and data have to be obtained from many sources, correlated and evaluated. 44 percent of companies surveyed by QVANTUM say that their software does not support the merging of data. 37 percent confirm that interdependencies cannot be identified in the planning process.

3. It is often a challenge for controlling to obtain the necessary information from the individual departments of the company for corporate planning. Collaborative work with shared tools is rare. Tools are most often used for management reporting, while subplanning is still done with Excel. The flow of information is halting and takes place at long intervals, which calls into question whether corporate planning is up to date. In addition, the controller often receives the information in different formats, which requires time-consuming consolidation work with a risk of errors that is not negligible.

4. Unstable markets are another hurdle in corporate planning. For example, political complications may lead to supply bottlenecks or even outages. Even a grounded freighter in the Suez Canal has taught business that an apparently minor event can trip up entire industries and require immediate changes in plans. These market changes require dynamic corporate planning that permits a continuous iterative process.

5. A highly dynamic aspect of corporate planning is fluctuating raw material and energy prices. Whether production costs are still in line with sales revenues or whether production can be carried out economically must be continuously checked, planned and, if necessary, optimized by the finance department and, above all, controlling. In addition, these aspects must be incorporated into the individual planning of the departments, as they often result in immediate effects.

6. Another point is extremely rapid changes in the market due to mergers and company acquisitions. In these cases, controlling is responsible for evaluating and planning the merged (or even separated) entities. Tight, goal-oriented and, above all, valid corporate planning becomes all the more complex when systems are combined in a merger and can hardly be managed without next-generation and agile corporate planning.

The good news: There is a solution and not only in theory, but in practice – tried and tested many times.

> **Zoran Romic, Head of Controlling, SALOMON FoodWorld®,** has solved the challenges for corporate planning with QVANTUM: "We were particularly impressed by the rapid switchover from strictly Excel-based planning to plan data entry in the cloud. After all, agility is the determining factor for success in our business. We have to react quickly to trends in the food sector, especially when it comes to product range and sales planning. That's why, when selecting a planning solution, it was important to us that the new software be extremely flexible in order to keep up with the pace of our market."

Key advantages of agile corporate planning in controlling

Agile corporate planning, as provided by QVANTUM, helps the controller with exactly these requirements. On the basis of automatically available plan data and figures from all areas of the company, controlling can create valid corporate plans that are not only based on data from the past, as was previously the case, but on information that comes directly, automatically and up to date from company departments and already contains the future plan data. Controlling is able to create plans and forecasts for itself and for management very quickly. Agile corporate planning makes it possible to adjust planning at any time on the basis of information updated daily and thus to react to changes in the shortest possible time.

Four aspects are essential for software-based and agile planning:
First, the planning software must be developed independently of all other solutions. Providers, such as QVANTUM, are experts in the field of corporate planning and provide the basis for this, as the solution has been optimally developed for planning and is not just an incidental module in another solution.

Second, all data for corporate planning must be available centrally in corporate planning. At the same time, it is important that the connection to commercially available ERP solutions is possible via an open REST API.

Third, the solution must meet the needs of everyone involved in the company and not just those of the controller. A controller will derive the greatest possible benefit from agile corporate planning if the tool is also easy and intuitive to use in the departments and has a high level of user acceptance. This guarantees that the controller can rely on the data updated on a daily basis.

Fourth, corporate planning must optimally support collaboration throughout the company. To achieve this, it is important that the tool can be easily and quickly adapted to individual needs in the departments. With a self-service approach, for example, QVANTUM's planning forms can be adapted easily and quickly by the departments – with no programming skills or help required from external specialists or the in-house IT department.

In summary, the added value of highly digitized and agile corporate planning in controlling lies in the fact 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**

- **the central data basis meets the high demands of compliance at all times**

"By switching to QVANTUM, we saved a lot of time that was otherwise needed for the preparation, administration and data consolidation of planning: With the old Excel process, it took about one and a half months to finalize the plan. With QVANTUM we are now much more flexible," **says Christoph Holinski, Manager Projects, Strategy and Transformation at ONSKINERY** "We can start planning at any time and after only five days all plan data can be automatically extracted and further processed. So we now focus entirely on the technical budget process."

Agile corporate planning in just five steps

QVANTUM's cloud solution, developed and provided in Germany, makes operational corporate planning agile and, above all, quick and easy. The software is intuitive to use and offers maximum data protection and end-to-end compliance. The solution always provides controlling with valid planning data – automated, cross-departmental and with a high degree of user-friendliness and user acceptance. The seamless collaborative software design free of format discontinuities always provides controllers with a central and consistent data basis for precise management of the company.

The basis for this is the QVANTUM "single source of truth" principle. This makes managing resources, managing profits and costs, and managing opportunities and risks for controlling 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 effort involved in corporate planning is minimized – and the potential is fully exploited.

"QVANTUM makes corporate planning faster and more efficient. The solution increases efficiency by saving around 80 percent of the time spent on planning throughout the company. Its ease of use requires very little training and speeds up the commissioning and use of the solution for all users. As holistic planning software, QVANTUM closes all planning and information gaps between the productive and organizational business units as well as to management according to the "closing the gap" motto," explains **Ralf Schall, Success Manager at QVANTUM.**

QVANTUM's cloud-based agile corporate planning can be easily and smartly integrated into existing environments and already has the essential interfaces to ERP or other source systems on board. The initial implementation in controlling 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

"After just two days of onboarding, the new planning solution was ready to be used as a software-as-a-service only solution," **confirms Mr. Romic, Head of Controlling, SALOMON FoodWorld®.**

QVANTUM's corporate planning is just as easy to implement as it is to use. Because thanks to the cloud, QVANTUM has no impact whatsoever on the existing IT structure in the company. The entire solution runs in the QVANTUM Cloud; the only requirements are internet access and a standard web browser. Whether on a PC, on a tablet, in the office or working remotely from home, the controller and his team are completely free to choose where and the device they want to work with in QVANTUM corporate planning.

Speaking of the cloud: Security and compliance play a key role, especially in corporate planning. For this reason, the QVANTUM Cloud is operated in a German data center in compliance with legal and data protection requirements, where corporate planning is always available in a secure and, above all, legally compliant manner.
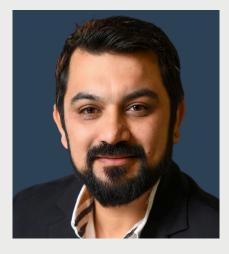
About QVANTUM

QVANTUM is the German cloud solution for agile, operational corporate planning. The solution always provides companies with valid planning data – automated, cross-departmental and with the highest degree of user-friendliness.

QVANTUM replaces manual and inefficient planning processes. With QVANTUM, companies take their operational planning and related processes to the next level.

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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