

# Financial Services Organization Needs to Consolidate Planning Process

## 35 Weeks of Effort | 50 Modeling Sheets Delivered

### Cash Flow Models

- Able to plan cashflow for the first time

### Income Models

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

### Balance Sheet Model

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

### Expense Models

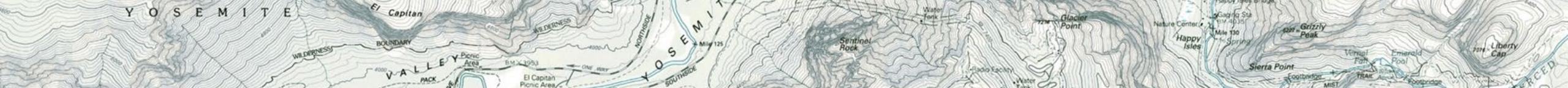
- Personnel Modeling incorporating position level + high-volume job planning
- OPEX Model w/ Marketing + Print/Postage + IT Costs + Loan Amortization
- Interest Expense Model
- CAPEX Model with Accumulated Depreciation and Capitalized Labor

### 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.





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Here's a peek at how Invisors leveraged the full capabilities of **Workday Adaptive Planning** for our client:

## Planning 'Your Way'

*Six Businesses Under One Roof*

- By decentralizing the process to location and line of business, individuals that know the ground floor best do the planning.

## Decentralizing Planning

*Bringing in the Calvary Under One Roof*

- 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

## Personnel Planning

*with Workday Adaptive Planning*

- Assumption-driven expense planning at the position level, aggregated by department
- Incorporated HR planners with the broader planning team for a more accurate + complete forecast

