

SAP Analytics Cloud as a new central planning platform for integrated enterprise planning

Preliminary study on integrated corporate planning using Proof of Value (PoV)

As part of a strategic realignment, a medium-sized medical technology company has decided to replace its existing planning platform prevero with the SAP Analytics Cloud (SAC). The aim was to introduce a modern, integrated planning environment for mapping sales and cost center planning, CAPEX planning and intercompany allocation, as well as a consolidated P&L for reporting.

Challenge:

The previous solution was technologically outdated and limited in performance. With a clear focus on SAP technology, the existing planning was to be transferred to the SAP Analytics Cloud in order to be able to ensure integration into the new reporting with the SAC.

As a specialist in SAP planning, we know both the strengths and the current limitations of the SAP Analytics Cloud (SAC). In many customer projects, the SAC has proven to be powerful – but at the same time, it has also become apparent that there have been cases where central planning requirements have not been fully covered. Therefore, we deliberately proposed a Proof of Value (PoV) as a first step in this project to create transparency, security and a sound basis for decision-making.

Our approach to Proof of Value

Analysis workshop to determine the technical requirements of the planning process and evaluate the existing old structures

Implementation of the PoV with a focus on sales and cost center planning as well as integration into the simplified P&L

Presentation of the SAC planning functions in the customer system as a reliable basis for decision-making for the "value" created by the new planning tool

Result workshop with derivation of possible implementation scenarios

Draft of a rollout plan for the step-by-step implementation of detailed partial plans

Benefits for the customer

The PoV first creates transparency and, in this case, **real investment security**: It confirmed the suitability of SAP Analytics Cloud as a future planning platform. At the same time, the customer benefits twice, because all the results developed in the PoV flow seamlessly into the following implementation phase. Nothing is produced "for the bin". **Instead, there is direct added value for the follow-up project.**

From Proof of Value to Productive Success

Next Steps

Based on the convincing PoV results and very good cooperation with the customer, the order was placed for the complete migration and replacement of the old planning tool with the SAP Analytics Cloud. After creating a detailed project plan, we are currently in the process of implementing it. Starting with overarching planning topics and CAPEX, the further course of the project extends to intercompany sales and settlements to the integrated group P&L.

Procedure

The implementation is carried out in a hybrid project approach with a clear structure and agile, close coordination that allows both sides to learn from each other during the project. The implementation team develops the implementation approaches together with the process owners, while the department gets to know the possibilities of SAC planning directly. In this way, planning gradually becomes the responsibility of the customer and enables the key users for the application phase after implementation.



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