Planning solution in MS Power BI

Planning, Analysis & Reporting in MS Power BI

In Microsoft´s marktet-leading platform for data visualization, integrated plannig is now possible. We´ll show you how it´s done!

How well does planning work in MS Power BI?

The Power BI ecosystem is renowned for its immense extensibility and flexibility. For professional users who already work with Power BI, this opens an easy way to customize functions and features to the company's requirements. This often requires little to no additional training, as the Power BI user interface and drag-and-drop environment are already familiar.

Through seamlessly integrated, professional financial planning solutions from smartPM, Power BI enables comprehensive management control. From dashboards to data modeling, consolidation to forecasting – everything is now achievable within the Power BI environment.

In this factsheet we demonstrate,

- ✓ how planning functionalities can be seamlessly integrated into Power BI
- ✓ why planning in Power BI presents an appealing option for finance departments
- ✓ the key benefits of these new planning functions

For users, this means more flexibility, high reliability, and functionality as well as easier collaboration. Every user has access to the central system as well as the same real-time data, reports, and dashboards. Scenario analyses enable "what-if" simulations on the company's income statement, balance sheet, and cash flow, thereby providing a secure basis for decision-making.

Customer opinion on Planning in Power BI:

> „The integration of Power BI by smartPM.solutions has revolutionized our financial planning and given us a completely new perspective on our company data. I would highly recommend MS Power BI technology and working with smartPM.solutions to anyone. "
>
> **Rolf Herrmann, Head of Subsurface Engineering**

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Why Planning in MS Power BI is Certainly Interesting for you

IT and controlling departments regularly did not have the same requirements for financial planning and analysis solutions. With the availability of Power BI for planning, this is changing.

MS Power BI has many advantages. Functionality and high user acceptance for the finance department, and a standardized platform with a low TCO (Total Cost of Ownership) that requires no additional infrastructure from an IT perspective.

All advantages at a glance:

Advantages

- ✓ Proven, standardized, market-leading technology stack with regular updates

- ✓ Fully automated integration into key systems (ERP, CRM, other source systems) - standardized and automated data consolidation - single point of truth

- ✓ Maximum data transparency and reliability, real-time results, writeback to standard SQL databases or Azure SQL

- ✓ Work in a familiar user interface, without special training for the user, drag-and-drop environment, natural language query

- ✓ smartPM's integrated planning module is natively integrated into MS Power BI (via Acterys) and provides ready-made, ready-to-use business content that can be flexibly customized

of planning

Key functions of the fully integrated planning solution from smartPM:

Top-down planning, bottom-up planning

Sales and cost centre planning

Sales planning with Teams integration and call function

Modern dashboards with drill-down/through to detail level

Initiative tracker, risk analysis & warning

Scenario analysis, what-if analysis

Rolling forecasts, AI-supported forecasts

Value driver analyses

Power BI
Microsoft ACTERYS

in MS Power BI

- ✓ Transfer of planning data to ERP systems

- ✓ Fast and cost-effective implementation (a few weeks), customization and maintenance of the planning solution internally by your own team

- ✓ Standardized and automated reports and report distributors, over 400 visuals, available anytime and anywhere, flexible role concepts

- ✓ Agile and reliable decision-making: Simulation of decisions - impact analyses on P&L, balance sheet & cash flow

- ✓ ONE system for planning, consolidation, ad-hoc analyses, budgeting, reporting, forecasts

- ✓ Audit trail, all governance functions

What smartPM does...

Fully integrated planning with the smartPM planning solution Application in practice

The planning solution from smartPM.solutions is natively embedded in Power BI so that users have all functions in the familiar user interface. Actual, budget, and forecast data converge into a "single source of truth" and are analyzed and optimized using BI functionalities.

All data, reports and dashboards can be accessed in real time and are always up to date. Data can be updated with a simple click, eliminating time-consuming and error-prone data imports and exports.
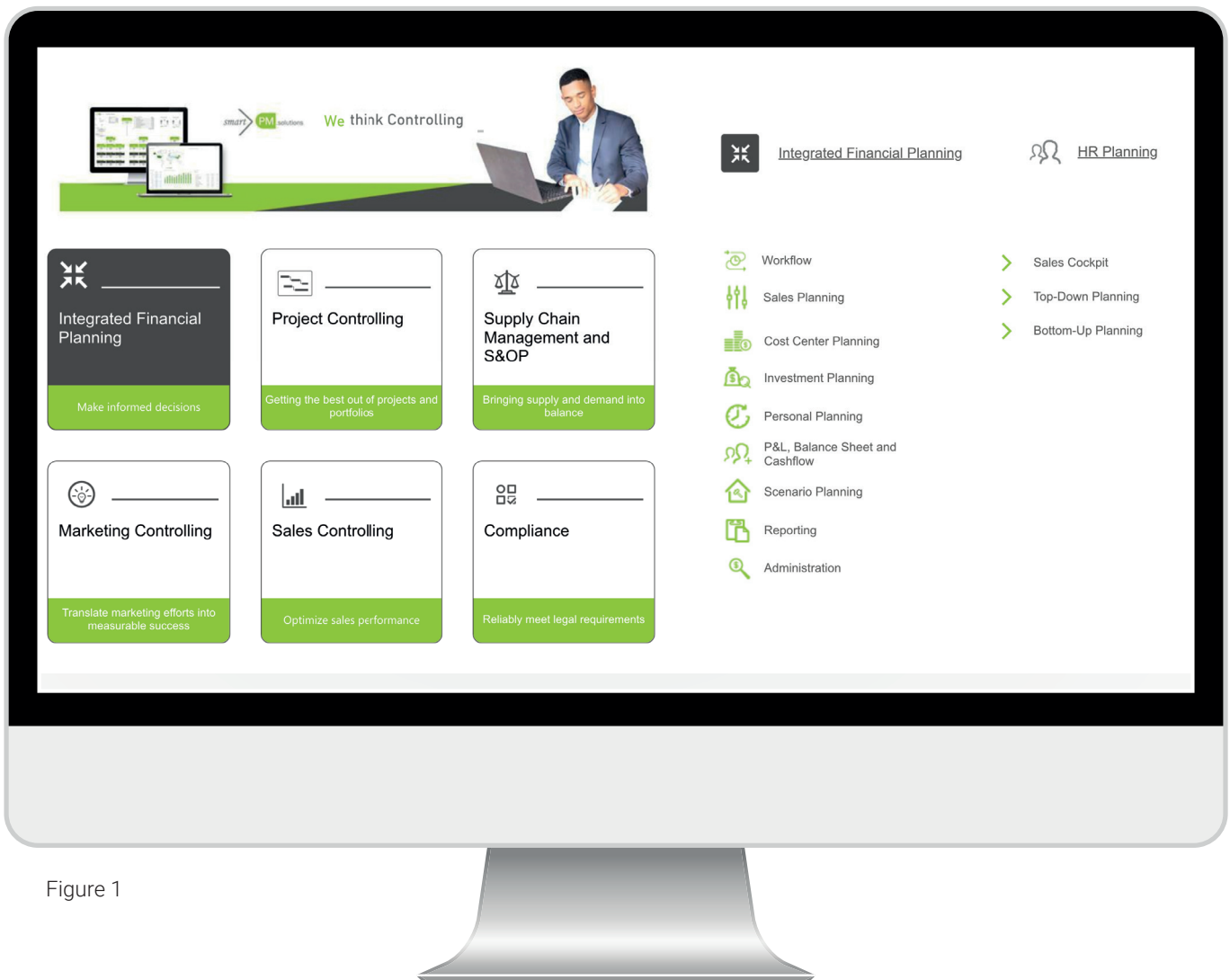

Figure 1

The modular structure of the smartPM planning solution enables cross-departmental planning - with the aim of integrated corporate planning. Figure 1 shows the start page of the smartPM planning solution directly in Power BI. This start page can be flexibly customized and provides an overview of the departmental planning that converges in the integrated corporate planning. This allows all loose ends from budgeting to forecasting to be connected via a single user interface.

Keep everything in sight with the Performance Dashboard

Figure 2

Dashboard

The Performance Dashboard shown in Figure 2 certainly resembles visually appealing visualization options from Power BI. However, there's more to it:

By leveraging the powerful writeback technology from Acterys, the system allows for adding comments and editing, enabling multi-dimensional planning.

The Teams integration shown in the Performance Dashboard enables easy collaboration and fast tracking of joint initiatives. Using the Gantt chart, tasks can be planned and adjusted in chronological order. The current degree of target achievement of the top-down targets is measured by comparing actual and forecast figures. Planning and ad-hoc analysis are multidimensional across products, product groups, sales territories, periods, value types, sales reps, etc.

> „Our project-experienced consulting team not only adapts the planning solutions to the company's requirements, but also helps to set up smart workflows and optimize processes. Our plus: extensive know-how and practical solutions from over 20 years of market experience."
>
> **Alexander Hein, CEO smartPM.solutions**

Collaborate efficiently, decide with confidence

Figure 3 depicts the clear organization of initiatives, which can be controlled down to the responsibility level. Initiatives can be utilized for all types of projects and actions, such as sales promotions, cost-saving measures, construction projects, etc.
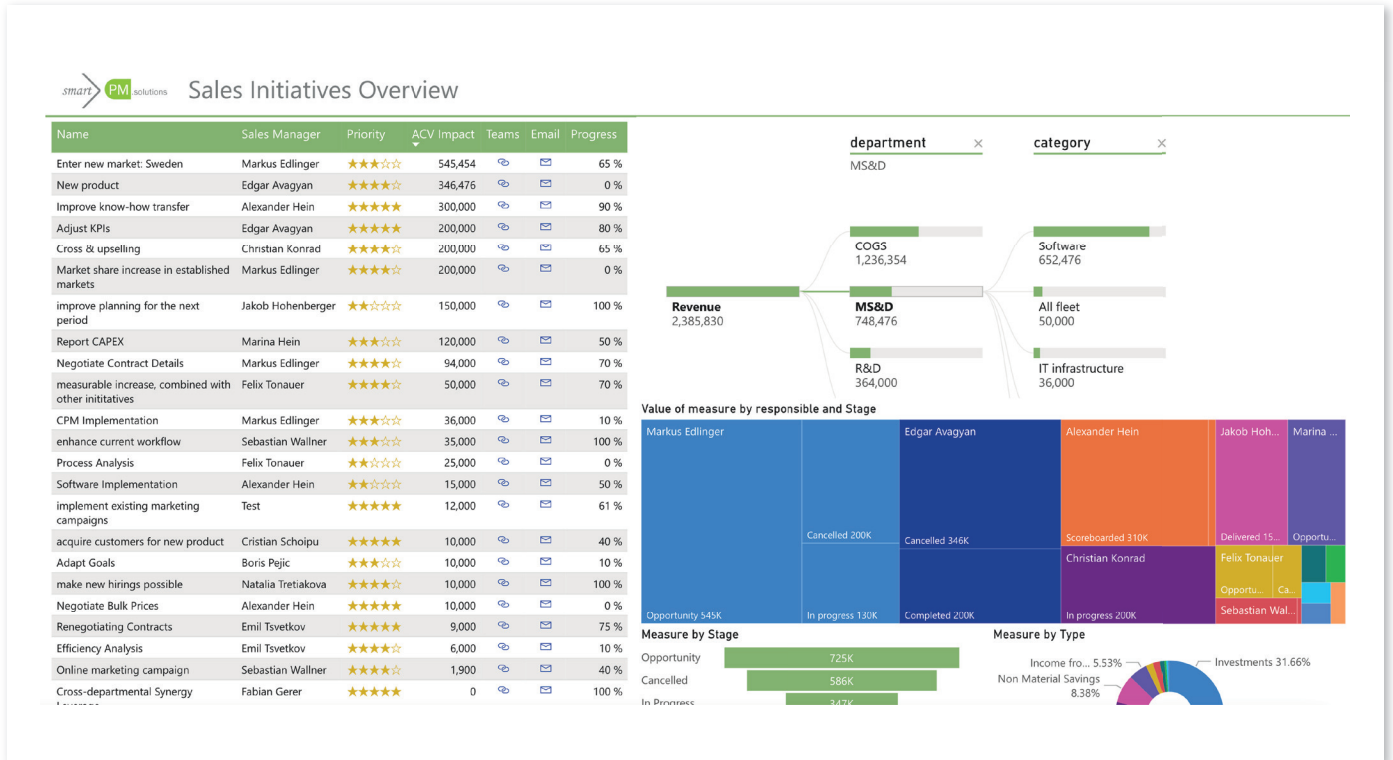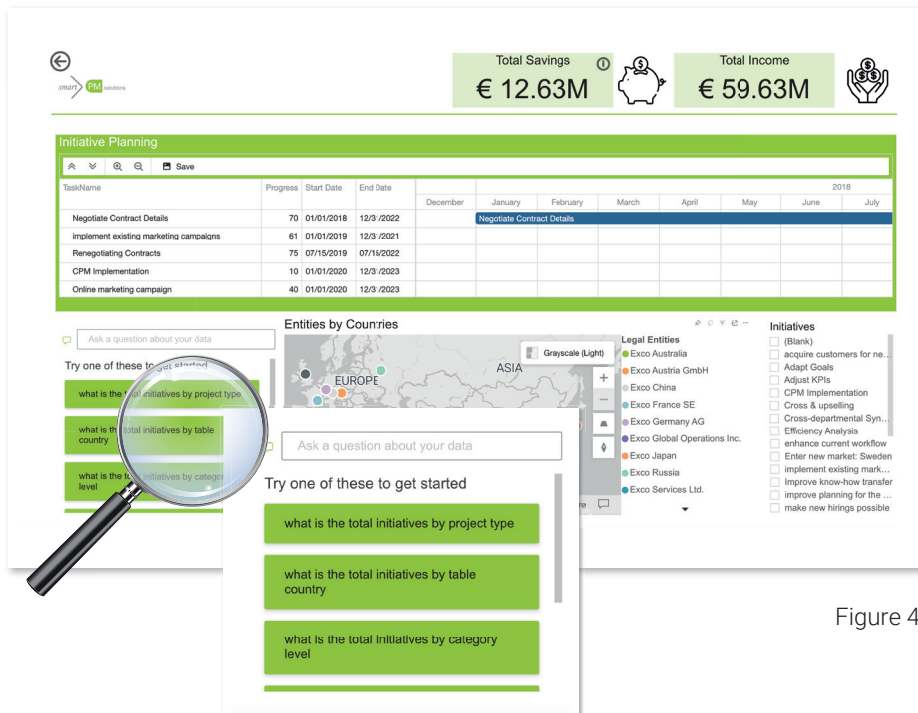

Figure 3

AI-powered suggestions

Initiatives can be filtered and sorted by the AI-powered system, which generates meaningful suggestions for applying filter criteria (see Figure 4).

Figure 4

Power BI supports comprehensive planning approaches and AI

Even more comprehensive planning approaches, such as driver-based scenario simulation, can now be conducted directly in Power BI (see Figure 5). Additionally, the Chat GPT integration can be utilized for interpreting or creating scenarios.
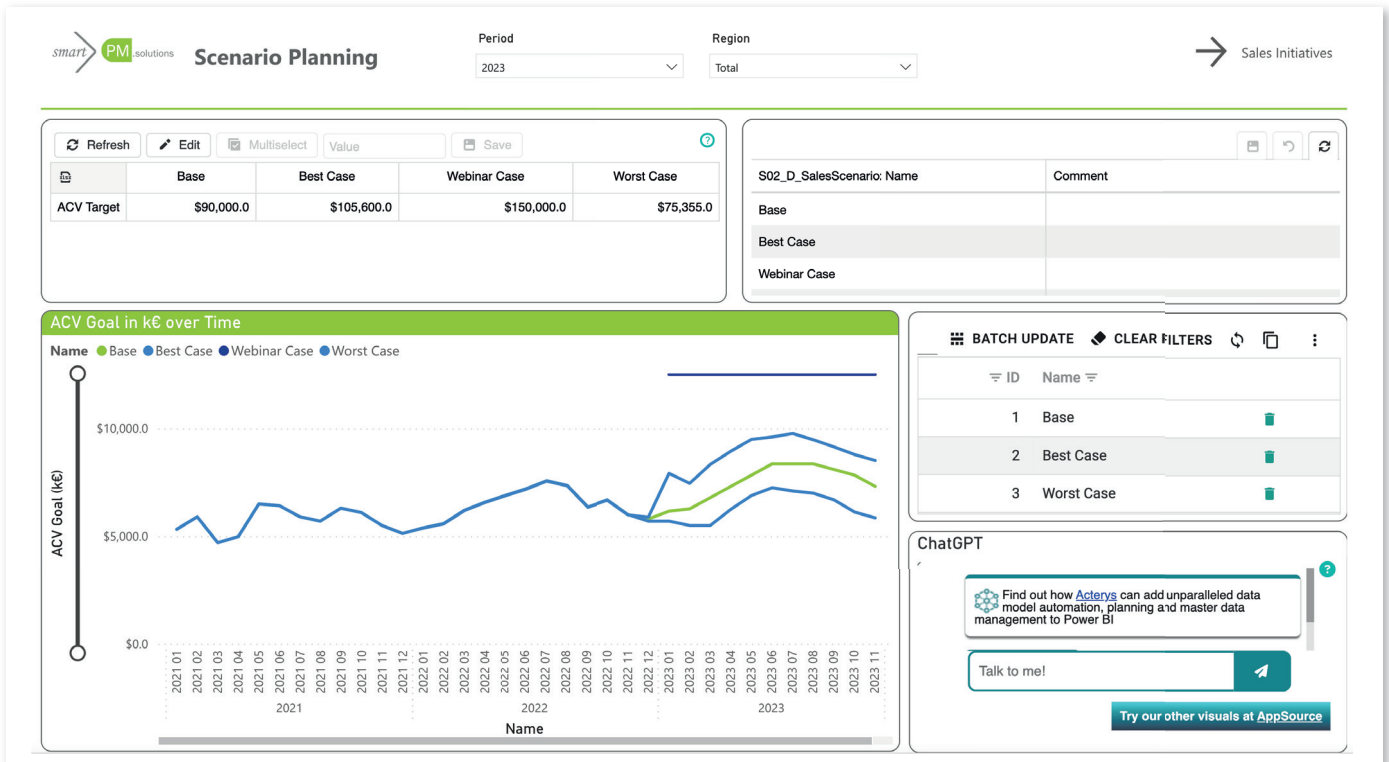

Figure 5

Figure 6

Sales, cost center, and project planning
No problem with Power BI

Powerful commenting functions combined with IBCS ("International Business Communication Standards") compliant "visuals" enable planning, reporting, commenting and ad-hoc analysis in a single dashboard.

Figure 7

Sales planning

Sales planning, on the other hand, can be planned top-down not only at individual product level, but also at product group level and even graphically using overall totals (see Figure 7).

Figure 8

Project and Program Management

Specifically, for the smartPM Project and Program Performance Management module, powerful and easy-to-use Gantt chart options are available (see also Figure 2). The standard Obligo Report ensures transparency in project costs and project budgets
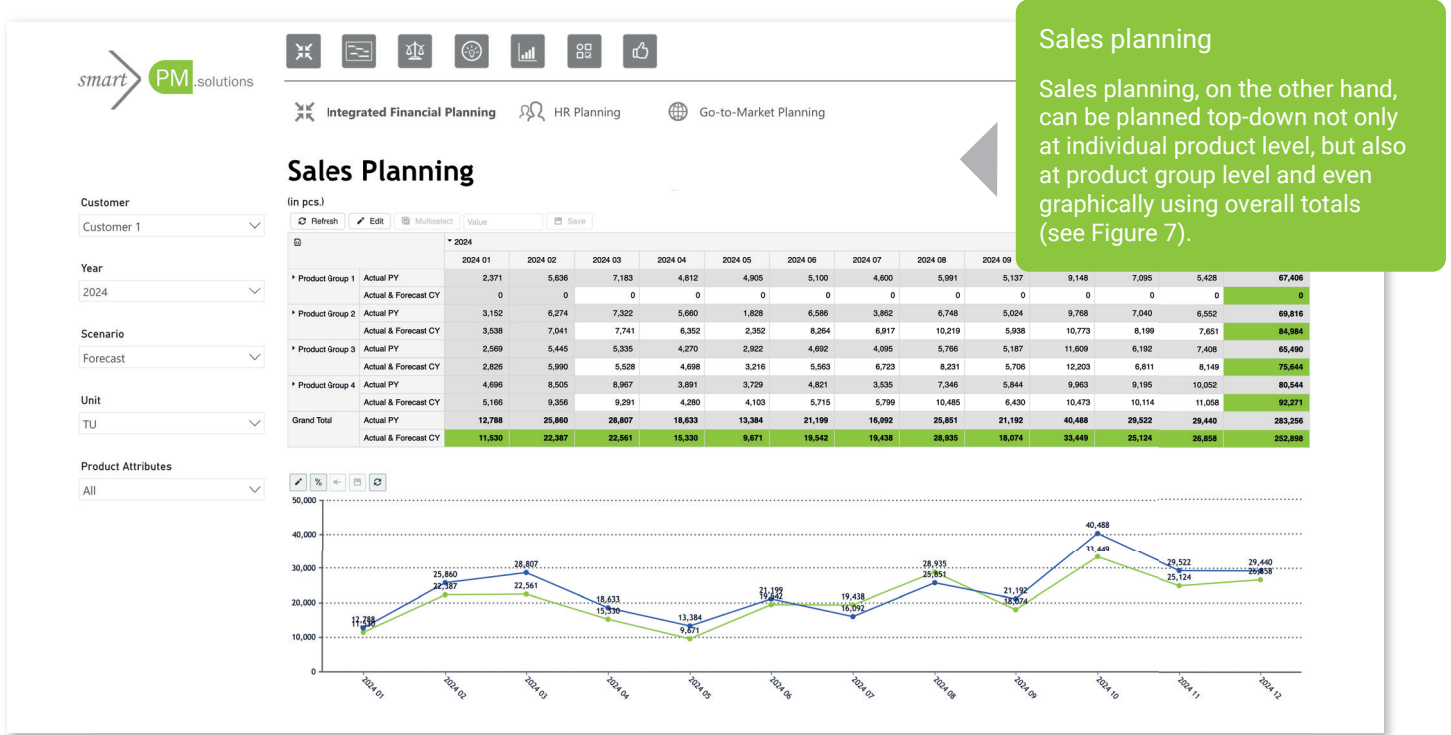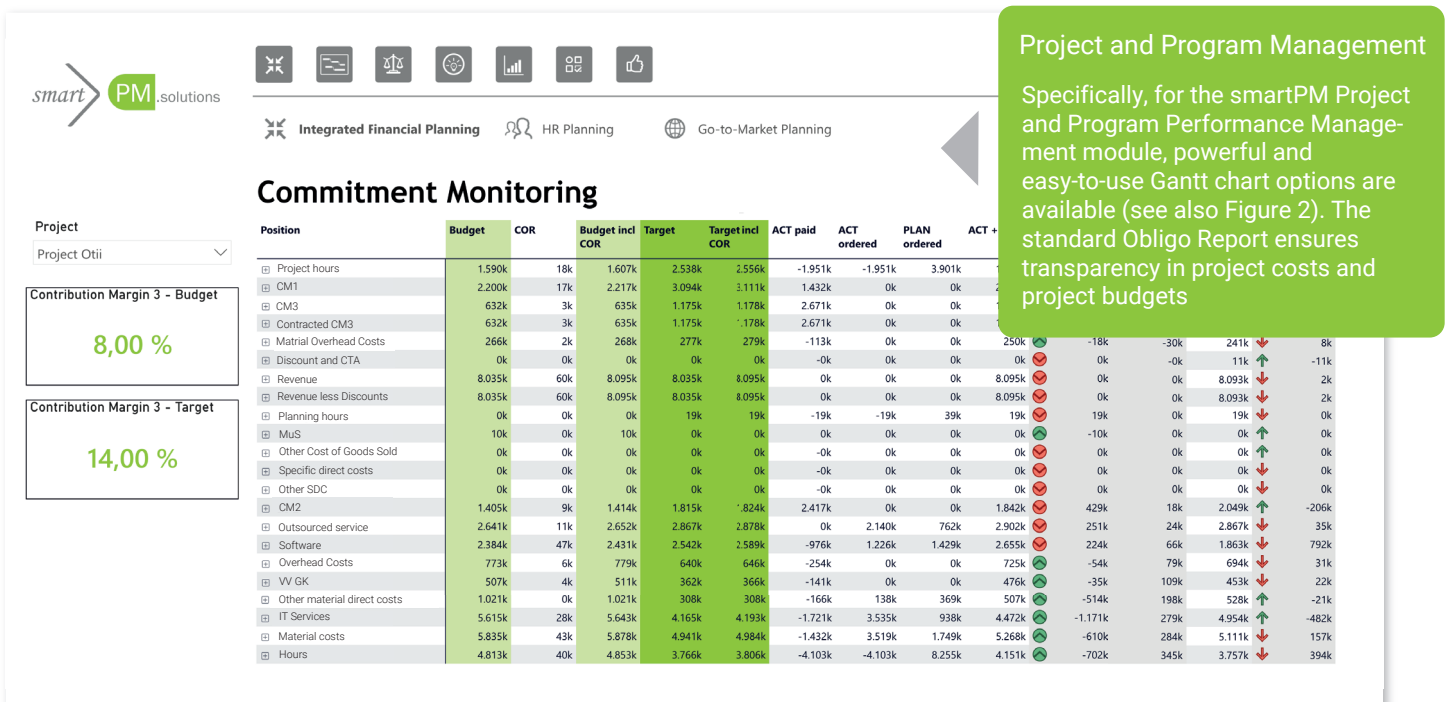
Balance supply and demand with Power BI

Considering procurement and S&OP processes is extremely beneficial from a corporate management perspective. Figure 9 demonstrates the systematic capability to balance demand and supply. This involves reconciling various forms of forecasts with production capabilities and adjusted top-down directives.
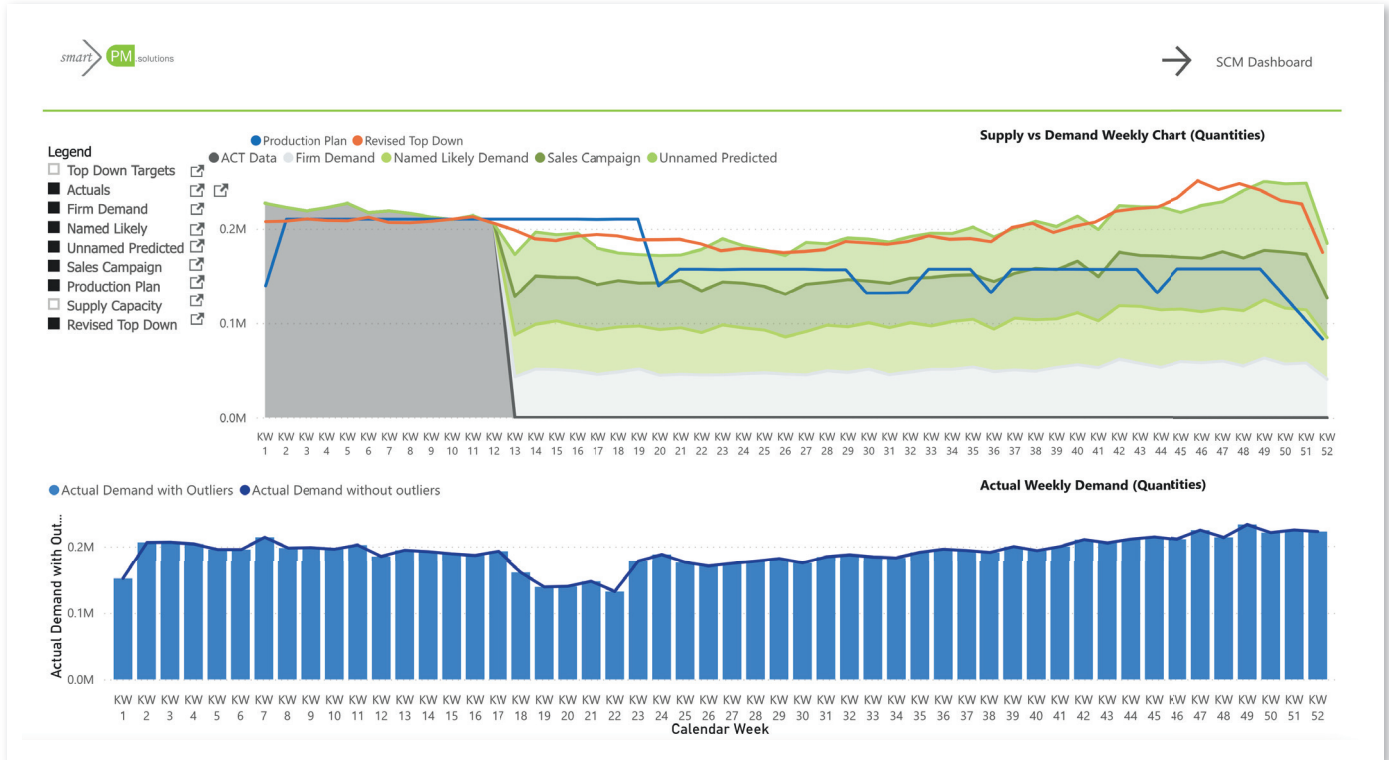

Figure 9

As a central requirement for integrated financial planning, the income statement is linked to the balance sheet, including its sub-plans. The cash flow is derived from the income statement and the balance sheet (see Figure 10).

For the connection of income statement items in the balance sheet and cash flow, corresponding mappings can be defined (for example, that revenues become receivables and then become cash-effective through payment factors).

IBCS-compliant commenting functions via the respective visuals facilitate understanding of the data and enable clear communication of important messages and recommendations.

Secure Business Success with Power BI

Profit & Loss Statement

	PY	AC	ΔPY	ΔPY%
Sales & Operating Revenues	5.2M	37.6M ①	+32.4M	+619.1%
Cost of Material	-2.0M	② -13.3M	-11.3M	-571.6%
= Gross Margin - Accounting	3.3M	24.4M ③	+21.1M	+648.0%
Operating Costs	-1.9M	-5.5M	-3.6M	-189.7%
Personnel Expenses	-1.3M	④ -5.0M	-3.7M	-275.7%
Other Expenses	-572.8K	-510.9K	⑤ +61.9K	+10.8%
= EBITDA	1.3M	18.8M ⑥	+17.5M	+1,296.9%
Depreciation and Amortisation	-384.2K	-820.8K	-436.6K	-113.6%
= EBIT - ET	963.7K	18.0M	+17.0M	+1,768.7%
Financial results	137.6K	-488.5K	-626.0K	-455.1%
= EBT	1.1M	17.5M	+16.4M	+1,490.9%
Tax	-238.5K			
= Net income	862.8K			

① Sales & Operating Revenues 37.6M ▲ +619.1%
Hi, bitte um ein Update
irrsinniges Wachstum 2023

② Cost of Material -13.3M ▼ -571.6%
Material Cost increases by 71%

③ Gross Margin - Accounting 24.4M ▲ +648.0%
Test

④ Personnel Expenses -5.0M ▼ -275.7%
Personnel Exp 80 K...

⑤ Other Expenses -510.9K ▲ +10.8%
Delta 6 K

⑥ EBITDA 18.8M ▲ +1,296.9%
EBITDA weil deswegen

Figure 10

Balance Sheet

	PY↓	AC	ΔPY	ΔPY%
Total Assets	44.2M	282.0M	+237.8M	+538.3%
Assets	44.2M	282.0M	+237.8M	+538.3%
Non-Current Assets	37.2M	189.0M	+151.8M	+408.1%
Non-Current Financial Assets	24.6M	135.0M	+110.5M	+449.6%
Property, Plant, Equipment	12.6M	54.0M	+41.3M	+327.2%
Current Assets	7.0M	93.0M	+86.0M	+1,233.1%
Inventories	2.9M	37.8M	+34.9M	+1,187.0%
Trade Receivables	2.2M	18.7M	+16.4M	+744.8%
Cash at Hand and in Banks	1.4M	33.6M	+32.3M	+2,390.4%
Current Financial Assets	474.8K	2.8M	+2.4M	+496.4%
Total Equity & Liabilities	-42.4M	-252.5M	-210.1M	-494.9%
Equity	-4.5M	-20.5M	-16.0M	-357.3%
Equity	-4.5M	-20.5M	-16.0M	-357.3%
Profit/ Loss carried forward	-1.9M	-16.3M	-14.5M	-767.5%
Share Capital and Capital Reserves	-2.6M	-4.1M	-1.5M	-59.4%
Liabilities	-38.0M	-232.1M	-194.1M	-511.1%
Long-term Liabilities	-13.5M	-55.2M	-41.7M	-308.4%
Long-term Debt	-13.5M	-55.2M	-41.7M	-308.4%
Current Liabilities	-24.5M	-176.9M	-152.4M	-623.2%
Current Provisions		-82.0K	-82.0K	
Trade Payables	-2.8M	-20.5M	-17.7M	-628.4%
Other Current Liabilities	7.2M	-143.5M	-136.3M	-1,884.1%
Accrued Expenses and Deferred Income	-1.4M	-12.8M	+1.6M	+11.3%

Cash Flow

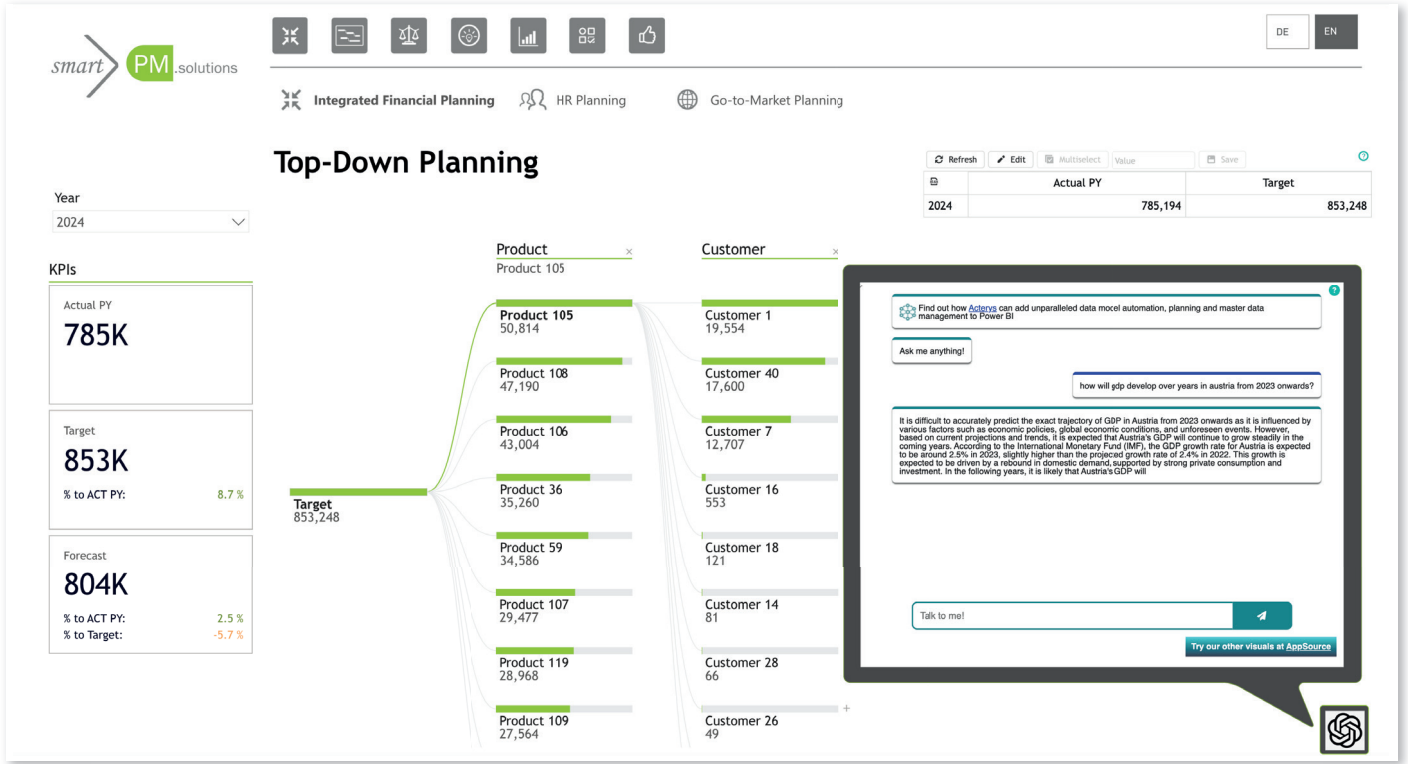| (in k€)	2020 01	2020 02	2020 03	2020 04	2020 05	2020 06	2020 07	2020 08	2020 09	2020 10	2020 11	2020 12
Cash Flow from Operating Activities	(50,617)	(344)	(335)	(334)	(328)	(6,494)	(6,473)	(6,439)	(6,368)	(6,276)	(7,292)	(9,257)
Net Income Before Tax	(18,191)	(210)	(609)	(662)	(725)	(1,299)	(1,418)	(1,584)	(2,055)	(2,397)	(2,895)	(3,971)
Depreciation												
Provisions	(41)											(41)
Income Taxes	2,847	43	128	135	143	235	247	262	336	359	390	486
Change in Inventories	19,321	420	618	647	691	1,171	1,271	1,424	1,920	2,281	2,842	5,224
Accounts Receivable	9,523	189	413	417	426	685	715	786	965	1,104	1,358	2,074
Other Changes in Current Assets	19,359	683	412	512	631	1,712	1,921	2,197	2,420	2,899	2,348	2,362
Accounts Payable	(11,018)	(747)	(369)	(374)	(375)	(1,126)	(1,133)	(1,162)	(992)	(1,004)	(1,031)	(1,194)
Other Changes in Current Liabilities	(72,417)	(721)	(927)	(1,009)	(1,119)	(7,872)	(8,077)	(8,361)	(8,961)	(9,518)	(10,306)	(14,197)
Extraordinary Items												
Cash Flow from Investing Activities	97,281	3,869	3,873	3,892	3,918	10,098	10,141	10,195	10,250	10,339	10,453	12,533
Tangible Assets	29,055	2 081	2,090	2,113	2,141	2,160	2,204	2,259	2,314	2,402	2,515	2,645
Intangible Assets												
Financial Assets	68,227	1788	1,783	1,779	1,776	7,938	7,937	7,936	7,936	7,937	7,938	9,889
Cash Flow from Financing Activities	(31,959)	(2,312)	(2,336)	(2,365)	(2,402)	(2,419)	(2,483)	(2,571)	(2,694)	(2,870)	(2,431)	(2,492)
Changes in Equity	(2,239)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)
Deposits/Withdrawals from Issue of Bonds and Taking out Loans												
Other Changes in Non-Current Liabilities	(29,720)	(2,140)	(2,164)	(2,193)	(2,229)	(2,247)	(2,311)	(2,399)	(2,522)	(2,697)	(2,259)	(2,319)
Cash and Cash Equivalents at the Start of the Period	14,131	28,837	30,050	31,252	32,446	33,634	34,819	36,003	37,189	38,377	39,570	40,300
Change in Cash and Cash Equivalents	14,705	1,213	1,202	1,194	1,188	1,185	1,184	1,185	1,188	1,194	729	785
Cash and Cash Equivalents at the End of the Period	28,837	30,050	31,252	32,446	33,634	34,819	36,003	37,189	38,377	39,570	40,300	41,084

AI-supported planning in Power BI

Figure 11

In this powerful controlling solution, plan figures can be entered at the top level and broken down to subordinate hierarchy levels (profit centers, products, etc.) (see Figure 11). Artificial intelligence, such as Chat GPT, can provide meaningful support for planning-related questions and is seamlessly integrated.

What we offer to our customers...

Best technology for integrated planning, analysis, budgeting, forecasting, reporting and consolidation in combination with business advice and excellent service!

4,9/5 ★ Project satisfaction   6,8/7 ★ Support satisfaction   4,8/5 ★ Kununu

7 Good reasons for smartPM

Why we are the right partner for your company!

- One single point of truth: source systems seamlessly and automatically connected

- Flexible, Excel-like controlling technology combined with business content

- Integrated financial planning, analysis, budgeting, forecasting and reporting from a single source

- User-friendly, innovative solutions with artificial intelligence

- Certified technology partner of Jedox, Acterys / MS Power BI, SAP SAC, Unit4 FP&A

- Competent and experienced team with a controlling background; 4.9/5 Project Rating

- Your reliable partner for digitalization in controlling - before, during and after the project

You might also be interested in...

CASE STUDY   FP&A

oneo energy cycle thinking

Öl (in t) YTD	Erlös pro t	OPEX pro t
11,812.87	476.68 €	-235.47 €

Energy Transformation Meets Financial Restructuring: Fully Integrated Project and Financial Planning with MS Power BI at ONEO

ONEO is considered a shining visionary for innovative and sustainable energy solutions in the energy industry. Recently, ONEO partnered with smartPM.solutions to implement the fully Integrated Project and Financial Planning in MS Power BI. "This investment has completely paid off," says Denis Cavkic, Head of Controlling at ONEO.

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About ONEO GmbH & Co. KG

ONEO is an independent company under the umbrella of Shorelight Partners, an investor focused on the energy transition. ONEO's business areas include the optimization of oil and gas production through new technologies and digitalization, as well as the creation of a new energy cycle through environmentally friendly extraction and subsequent reuse with renewable energies or complete renaturation.

Facts about ONEO

Founded:	2016
Employees:	50
Turnover:	€ 24 Mio.
HQ:	Hannover, DE

Link: https://smartpm.solutions/planning-in-power-bi

Planning - Budgeting - Reporting
Analysis - Forecasting

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